

THE NATIONAL Provisioner

THE MAGAZINE OF THE

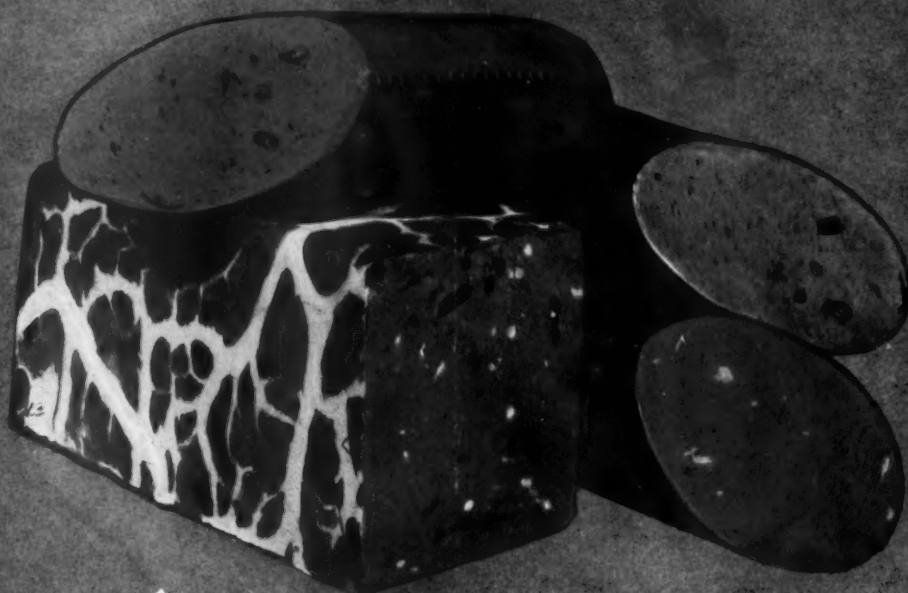
Meat Packing and Allied Industries

Volume 97

OCTOBER 9, 1937

Number 15

Bassett
Stacks



A portrait of
"RESULTS"

USE

Staley's
SAUSAGE FLOUR

*Extra profits from those
Buffalo Machines*



— PAID FOR TWO NEW TRUCKS !

AND long after those trucks are worn out the same Buffalo equipment will be turning out the extra margin of profit so necessary to a growing business.

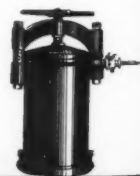
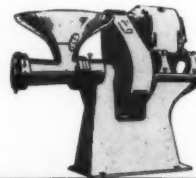
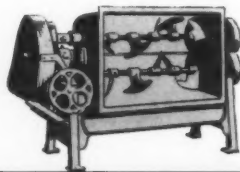
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Write for a complete catalog of Buffalo machines and ask other sausage makers why it pays to **BECOME A BUFFALO USER.**

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**This Sausage
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QUALITY, FRESHNESS, CONVENIENCE!"



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. . . And so it goes on to impress her that here is a sanitary package of "pure pork" sausage . . . that it is packaged by a reliable and long established firm . . . that it contains no cereal or preservative . . . that it has successfully passed the most minute inspection . . .

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Middletown, Ohio

Manufacturers of Cartons and Boxboard • Sales Offices in Principal Cities

THE NATIONAL PROVISIONER

THE MAGAZINE OF THE MEAT PACKING AND ALLIED INDUSTRIES

Volume 97

OCTOBER 9, 1937

Number 15



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"THE NATIONAL PROVISIONER
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daily market transactions and
prices on provisions, lard, tallows
and greases, sausage materials,
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SELL MORE CANNED MEATS

CANNED MEAT
DRIVE SCORES AGAIN

PUBLICITY
NEARS 10
MILLION

Today!



... But watch temperature control in your plant to assure your share of profits from the "Canned Meat Drive" on consumers

PUBLICITY and advertising are helping to increase the use of canned meat products in

homes throughout the country. This will mean larger sales and profits for the packer whose products maintain a high standard of quality. And one thing is essential for that—*exact control of retort temperatures during production.*

An easy way to protect the quality of your canned meats is to install Taylor Temperature Control on all retorts in your plant. This control system is automatic in operation. It reduces breakage of containers and cuts down waste of materials. It causes a surprising drop in processing costs and speeds up output. It helps to pro-

duce canned meats that women will buy again and again.

Join the drive for larger canned meat sales by putting in Taylor Temperature Control. It pays for itself in a few months' time. And then produces larger profits than you experienced before.

Taylor Retort Control, featuring the Fulscope Controller, is only one of the applications of Taylor Instruments to the processing of meats. For complete information on Taylor Systems to control temperature, pressure, humidity, flow and liquid level in any part of your plant, ask a Taylor Representative, or write to Taylor Instrument Companies, Rochester, N. Y. Plant also in Toronto, Canada. Manufacturers in Great Britain—Short & Mason, Ltd., London, England.

IMPRESSIVE ARRAY OF Taylor Fulscope Controllers on retorts in a large packing plant. They guard the uniformly high quality of the pack during cooking ... stop breakage of cans and glass ... and reduce processing costs.

Taylor

Indicating Recording • Controlling

TEMPERATURE, PRESSURE, FLOW and LEVEL INSTRUMENTS

Week Ending October 9, 1937

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Casings

for every type of Sausage

FOR fresh sausage, cooked sausage, dry sausage—there is a complete selection of Armour casings available. These are casings of fine quality, perfectly processed. They are carefully selected and accurately graded.

Come to Armour for the finest in

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Prices are always in line.

ARMOUR AND COMPANY

Chicago, U. S. A.

THE NATIONAL PROVISIONER

OCTOBER 9, 1937

*The Magazine of the Meat
Packing and Allied Industries*

Painting

PAYS DIVIDENDS

★ Purposes of Painting and How to Choose Paints Explained by a Packer Engineer

PROPER painting saves money for the packer in his meat plant. He should give the subject more attention. Packers know too little about paint. The purpose of the paint discussions which THE NATIONAL PROVISIONER began in its July 3 issue, and continued in the August 21 issue, is to supply some of the needed information.

It has been stated that a good meat plant job should cost nothing—on the other hand, it should pay dividends. One packinghouse engineer has been quoted by THE NATIONAL PROVISIONER as saying that the return on proper painting should be at least 12 per cent per year. That would seem to be a worth-while saving!

Reasons for Painting

In one of the larger Midwestern packing plants—where painting is considered an important detail in the plant maintenance routine—three major purposes are consid-

ered in connection with each paint job. These are:

- 1.—Protection against building and equipment deterioration.
- 2.—Improvement of lighting conditions.
- 3.—Improvement of appearance.

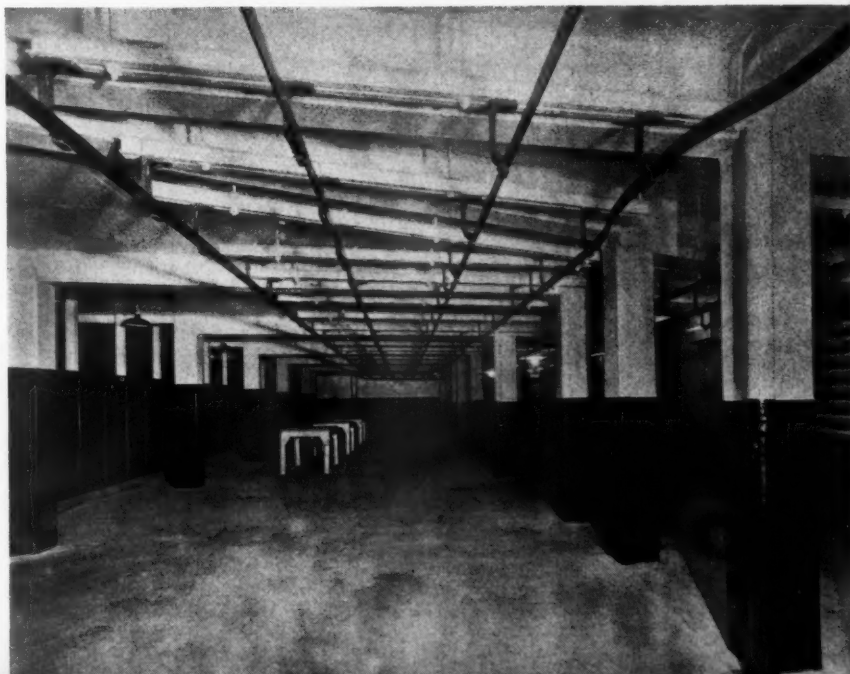
"While our painting routine is planned primarily to meet these needs," the chief engineer of this plant says, "we have learned we may expect other benefits of sufficient value to rate painting as an investment rather than an expense.

"Building maintenance costs are reduced, expense

PAINTS FOR THE MEAT PLANT

Walls and ceilings in many departments of the packinghouse may be satisfactorily painted with "packinghouse white." There are a number of brands of this paint on the market.

Dados like those on this floor may be painted with an enamel which dries to a hard, glossy finish not affected by packinghouse conditions.



of electrical energy for departmental lighting is lowered, accidents are fewer, expense of liability insurance is reduced, and loss and damage to products during processing is decreased. Our records show these savings total a sum sufficient to pay us a yearly return of from 12 to 15 per cent on our painting cost.

"These savings justify our painting policy. There are other advantages which, while difficult to evaluate, are nevertheless of sufficient importance to receive the serious consideration of any packer who has not reduced painting to a routine operation. Most important of these perhaps is the better morale of workers in a well-painted, attractive workroom. Whenever a dark, dingy, uninviting room is changed by a coat of paint into a well-lighted, attractive place in which to work, the disposition of workers and their mental attitude toward their work and toward their employers undergo a decided change for the better. If benefits of this changed mental attitude of the working force could be valued in dollars and cents, I suspect our return on our painting investment would perhaps be double or triple, what we now figure it to be."

Painting Based on Surveys

In this plant painting was formerly an afterthought in the maintenance program. Today it is considered just as important as building repairs or equipment overhaul, and paint jobs are planned with a complete knowledge of conditions and needs obtained by periodic plant surveys.

Operating in this manner painting is reduced to a routine operation. Tests over many years have given this packer accurate information to enable him to determine those particular types of paints most satisfactory and economical to use in various locations and departments.

These tests are continuous. New paints are continually being tried out under operating conditions, and compared with paints whose performance under similar conditions are known. Such tests cost little and are extremely valuable in enabling this packer to keep in step with paint developments, and to obtain the most satisfactory service from each dollar spent for paint and the labor of applying it.

Suitable Paints Available

Some packers who may have delayed adopting a consistent painting policy—because of a mistaken idea that paints which will stand up satisfactorily under meat plant conditions are not available—will be interested to know that in this plant from 80 to 90 per cent of all surfaces—wood, brick, concrete, steel, mastic, etc.—requiring protection or improved appearance are being satisfactorily painted.

For the remaining 10 to 20 per cent of surfaces suitable paints that stand up under the severe conditions existing have not been found. In these departments, therefore, painting is done only

when required by B. A. I. inspectors. Such departments include offal, hide cellar and casing cleaning rooms. It is customary, however, to paint piping and steel in these locations, paints satisfactory for the purpose being available.

An All-Purpose Paint

Another surprising fact is that this packer has found one type of paint—known under the general term "packinghouse white"—suitable for walls and ceilings in practically all of the departments in which painting is done.

PAINTS for Steel

This is the third of a series of articles on paints and their use and application in the meat packing plant.

The first—selecting the proper paint for the job, appeared in the July 3, 1937, issue of THE NATIONAL PROVISIONER; the second, describing methods of preparing surfaces before painting, in the issue of August 21.

The fourth article of the series will appear in an early issue. It will describe paints and painting methods for structural steel, fire doors, piping, etc.

Conditions in many departments of the meat packing plant cause rapid deterioration of unprotected iron and steel. It is particularly important, therefore, in order to keep building maintenance costs low, that the packer select efficient paints for iron and steel work and apply them properly.

Watch for this fourth article on paints and painting.

"There are perhaps 10 or 12 brands of this paint on the market," says this engineer. "We buy it from any of 5 or 6 paint manufacturers. Some brands stand up better than others. Some discolor more or less badly, while others remain white for long periods under the most severe conditions. Some brands are relatively expensive and others comparatively cheap.

"All our purchases of this and other paints used by us are made with service conditions in mind. In all cases, of course, we are guided by results of tests made in our own plant.

How to Select Brands

"With one type of paint satisfactory for wall, ceiling and structural steel members in so many departments of the meat plant, how can the packer without experience to guide him select that brand of packinghouse white most suitable for the particular conditions under

which it will be used?" this engineer was asked.

"I assume," he replied, "that a list of the departments in which 'packinghouse white' is suitable will be given in THE NATIONAL PROVISIONER. From this any packer can determine where 'packinghouse white' can be used. What he cannot determine offhand is what brand to select from among the many offered to him.

"The first warning I would voice is not to depend on the local paint dealer. He has not had sufficient experience with meat plant painting problems to enable him to give intelligent recommendations.

Price Not a Safe Guide

"Price is not a safe guide, for it is not a true index of value. It is possible a comparatively cheap 'packinghouse white' may stand up better or serve the need just as well in some instances as a more expensive product—on the visitor's route, for example, where surfaces usually are freshly painted every year, whether or not they need it.

"On the other hand, the packer may desire to use the paint in a location where hydrogen sulphide fumes, which cause paint to discolor, are particularly bad, lighting conditions none too good and pleasing appearance is a factor of importance. Here he will want the best paint, regardless of price.

"If I were a packer without tests and experience to guide my paint purchases, I think I would place my first trust in a paint manufacturer I knew had the facilities to produce good products, and would rely on him to sell me the grade of paint I need. If I did not get what I wanted the first time, I would try other brands until I found the one that served best in the particular location.

Keeping Painting Record

"A record for comparison should be kept of every paint job. This should show—

- "1.—Date on which painting was done.
- "2.—Department.
- "3.—Kind and amount of paint used.
- "4.—Amount of labor.
- "5.—Cost of paint.
- "6.—Cost of labor.
- "7.—Date re-painting was required.

"Such records are of great value from year to year when planning the painting program."

'Packinghouse White' Described

"Packinghouse white," as manufactured by E. I. du Pont de Nemours & Co., is described by the company as follows:

"This product contains a pigment that does not darken in the presence of hydrogen sulphide fumes. Vehicle is a specially-selected, pale resin solution. This combination dries to an eggshell finish, offering a surface that affords good light diffusion and is highly pigmented sufficiently to reduce dirt pick-

(Continued on page 48.)

HANDLING *Sheepskins*

Modern Method of Take Off Gets Best Results

SHEEPSKINS removed in the meat packing plant are a source of both wool and leather. Grade and quality of wool and condition of skins at time of sale are important factors determining price the packer will receive for his accumulation.

There is nothing the packer can do about the wool as such—that is a fixed quantity so far as he is concerned. He gets the market for his wool. But there is much improvement possible in methods of take-off, meaning a better price for his skins.

As in the case of cattle hides, it is important that skins be carefully removed. The more leather that can be produced from a skin the more the dealer can pay for it. A pelt with no holes, therefore, is more valuable.

Some sheepskins are tanned with the wool on. The large majority, however, go to the wool pullery, where the wool is removed and skins prepared for sale to tanners. Sheepskin leather is used principally for sweat bands in hats, shoe lining, etc.

The accompanying illustrations showing operations in a wool pullery were

(Continued on page 33.)

Wool Pullery Operations

1. *Receiving.*—Sheep skins being examined for quality of wool and condition of pelt, both of which determine price paid.
2. *Soaking Tanks.*—Pelts soaked to loosen dirt and grease and soften leather and make it more workable.
3. *Washing.*—After soaking pelts are washed for several hours in running water. This operation removes dirt and impurities.
4. *Extracting.*—After coming out of agitator washer water is removed from pelts by centrifugal force.
5. *Painting Pelts.*—Chemicals are then applied with brushes; after several hours wool is loosened, making it easy to pull.
6. *Sorting Pelts.*—Wool grades are: Fine, half-blood, three-eighths, one-fourth, low one-fourth, off-sorts and black.
7. *Pulling.*—This is a hand operation. Each grade of wool is kept separate.
8. *Drying.*—Each grade of wool goes through dryer separately.
9. *Pickling.*—After wool is removed skins are soaked to remove chemicals and sorted according to quality and size.
10. *Packing.*—Wool in bags ready to be shipped in carlots to Eastern wool centers.



MEAT Supply and PRICES

Packers Have No Control Over Supply or Demand

RECURRENCE of the periodic talk of "meat boycotts" and charges of "price-fixing"—which always blossom when meat prices are forced up by livestock scarcity—brought answers in Eastern consuming centers and at Chicago from the livestock and meat industry this week.

The Institute of American Meat Packers pointed out that "a feed shortage occasioned by the drought has led to a substantial decrease in the supplies of livestock and to higher prices for them," while the National Live Stock and Meat Board told consumers that "because of the wide spread in the prices of the different cuts, meat offers greater buying opportunities than most any other single food."

In New York City a number of kosher retail stores were reported closed this week with kosher buyers curtailing their beef purchases. It was announced that Secretary of Agriculture Henry A. Wallace and Mayor F. H. La Guardia would attend a conference with meat experts, retailers and packers on the city's meat business on October 8. The city's Department of Markets, in conjunction with the U. S. Department of Agriculture, it was said would carry on a "comprehensive survey" of cost and methods of selling meats throughout the city.

Later it was announced that kosher shops in Greater New York will be reopened Saturday night. Decision to reopen followed the second day of declining livestock prices at Chicago.

Facts on the Situation

Commenting on charges made by retailers and housewives in Boston that meat packers are able to dominate the market and set their own prices, the Institute of American Meat Packers stated:

"No student of marketing, no public official and nobody else at all conversant with the present agricultural situation has any doubt as to what its elements are. A feed shortage occasioned by the drought has led to a substantial decrease in the supplies of live stock and to higher prices for them.

"Although most meat prices are somewhat higher than they were a year ago, they are below those of the period which the U. S. Department of Agriculture has established as an average. Low-priced meat cannot be obtained from high-priced live-stock.

"When the market price of prime cattle is at about the highest level on record, it follows that choice steak will not be cheap. However, the greater number of cattle and the larger portion of the beef supply are not as high as the prime grades, and also many cuts are available at much lower prices than steaks and chops. Some cuts of meat, such as smoked ham, pork chops and many of the lamb cuts have increased only slightly above the level which prevailed a year ago.

Meat Production Less

"Meat production during September was about 16 per cent less than during the same month a year ago. During August 18 per cent less meat was produced than during August last year. Pork production in September was 20 to 25 per cent smaller than in September a year ago and about one-third below an average normal production.

"Prime steers at Chicago are now costing meat packers around 19c per pound alive—the highest levels since 1919. Present choice cattle prices are about 95 per cent higher than they were at this time a year ago, but the wholesale prices of dressed beef at New York from such cattle are only about 70 per cent higher.

"Handling a perishable product which must be sold promptly, meat packers could not control prices of meat if they wished. The demand for the available

supply—which is below normal this year—is the factor which establishes meat prices. Meat packers, of course, have no control over demand or supply."

Retail Meat Price Survey

Figures from a retail meat price survey made by the U. S. Bureau of Agricultural Economics for the first half of September were cited by the National Live Stock and Meat Board. These figures show that during this period in the city of Chicago there was a spread of 38 cents per pound in the price of different beef cuts, and a spread of 20 cents in the price of different pork cuts. During the same period there was a range of 27 cents in the prices of both veal and lamb cuts.

"In considering the price of meat," said the Board, "we must not think only of steaks and chops, which represent only a small percentage of our meat output. A large variety of beef, pork, and lamb cuts in the lower-priced brackets are available for the thrifty housewife.

"The Chicago price survey shows that during the first half of September this year porterhouse steak was selling at 56 cents a pound, but that other beef cuts ranged down in price to plate beef, which was quoted at 17 cents a pound. Center cut pork chops were selling at 41 cents a pound, but with one exception most of the other cuts were below this figure, with smoked picnics selling at 27 cents a pound. In the case of lamb, loin chops topped the list of lamb cuts at 44 cents a pound, but all other lamb cuts sold lower, with cuts for stewing selling at only 17 cents a pound."



PROTESTING BEEF PRICES

Kosher butchers in New York—following a custom of many years—have adopted strike tactics as a protest against high beef prices. Here is a kosher butcher speaking his mind to a beef salesman. Scarcity of the kind of beef demanded by the kosher trade has resulted in mounting prices. Refusal to buy was quickly reflected in the prices of fed cattle.

Few in the beef trade in New York get excited over a kosher strike. They have seen too many of them in the past 40 years. (See the files of THE NATIONAL PROVISIONER of that period for proof.)

LIVESTOCK COST TO PACKERS

Average cost of hogs at Chicago during September was \$11.30, compared with \$11.85 in August and \$11.65 in July. With those exceptions it was the highest for any month of 1937. In September, 1936, average price was \$9.90, and in the same month two years ago it was \$10.95. Beef steers averaged \$13.90 at Chicago during the month, top being \$19.90, highest for any month since December, 1919. A year ago average price was \$9.15 and two years ago \$10.60. Lambs averaged \$10.65 for September and topped at \$12.00. The average compares with \$9.30 in September, 1936 and \$9.50 in September, 1935.

Thus the September average for hogs was \$1.40 higher than a year ago and 40c higher than two years ago. Beef steers averaged \$4.75 per cwt. higher than in September, 1936, and \$3.30 per cwt. higher than in September, 1935. Lambs were \$1.35 per cwt. higher than a year ago and \$1.10 higher than two years ago.

Hog receipts at 11 principal markets during September totaled 814,000 head, compared with 707,000 in August, 668,000 in July and 1,119,000 in September, 1936, and 658,000 in September, 1935.

PACKERS to Feature AGRICULTURE

★ Meat Industry's Source of Supply Will Be Keynote of the Institute Program

AGRICULTURE—the source of supply for the meat packing industry's raw materials—and a subject very much in the public eye at this time, will be the keynote of the 32nd annual convention of the Institute of American Meat Packers, to be held at the Drake hotel, Chicago, from October 22 to October 26.

This subject will be featured at the Tuesday morning convention session and again at the annual banquet, as well as at other sessions.

Presiding at the Tuesday session will be Thomas E. Wilson, chairman of the board of Wilson & Co., and chairman of the Institute's Committee to Confer with Livestock Producers. Among other agricultural relationships Mr. Wilson is chairman of the National Committee of 4-H Boys' and Girls' Club, and chairman of the National Live Stock and Meat Board.

Honor Livestock Leaders

Speakers at this session will include William B. Wright, Deeth, Nev., president of the Nevada State Cattle Association, and George Rector, famous magazine writer and cooking expert, formerly head of Rector's famous New York restaurant.

At the annual dinner closing the convention, to be held on Tuesday evening, October 26, agriculture again will have the spotlight. At the honor table presidents and deans of agriculture of various state agricultural colleges will be present. Representatives of the University of Chicago and Northwestern University, men prominent as heads of American livestock associations—such as the American National Live Stock Association, National Woolgrowers Association and National Swine Growers Association—will be guests, and official delegates from a number of state associations will be present.

Meat from Two Points of View

Well-known as an interesting speaker, famous as a magazine writer, and still more famous for the appetizing menus and recipes he has developed in recent years, Mr. Rector will deal principally with the consumer aspects of the meat business. Mr. Rector's experiences in the restaurant field, his contact with housewives, and his radio and magazine work have provided him with an unusual background for an address which promises to be one of the most interesting spots on this year's program.

Meat is one of man's most important foods. Mr. Rector knows several reasons

why it holds the enviable position it does, and will touch on some of them.

Appearing on the same program is a man more directly interested in the development of good livestock than in the finished product with which Mr. Rector deals. William B. Wright, president of the Nevada State Cattle Association, will discuss "The Live Stock Producer and His Problems." His long experience on the cattle ranges in the West, and his broad knowledge of the livestock producing business, have given him ample opportunity to come face to face with most of the important problems which confront the livestock producer of today.

Packers' Convention HIGH LIGHTS

HERE are four leading features of the 32nd Annual Convention of the Institute of American Meat Packers, to be held at the Drake Hotel, Chicago, October 22 to 26:

1. **FAMOUS SPEAKER.**—William J. Cameron of the Ford Motor Co., noted radio speaker on coast-to-coast broadcasts, will address the annual dinner.

2. **LIVESTOCK LEADERS.**—Agriculture will be a keynote of the convention session on Tuesday morning, October 26, with noted speakers, and again at the annual dinner on Tuesday evening, when distinguished agricultural educators and livestock association officials will be guests of honor.

3. **SALES AND DISTRIBUTION.**—New selling and distribution methods to be discussed at the session on Monday afternoon, October 25, with such headliners of the packing industry as W. S. Clithero, vice president, Armour and Company; Oscar G. Mayer, president, Oscar Mayer & Company; G. L. Childress, general manager, Houston Packing Co., and J. P. Spang, jr., vice president, Swift & Company, as speakers.

4. **THE OUTLOOK.**—Livestock supplies and the economic situation will be discussed by distinguished students of these subjects at the convention session on Monday morning, October 25. C. A. Burmeister, U. S. Bureau of Agricultural Economics, will discuss "The Outlook for Supplies of Live Stock," and Dr. Harold G. Moulton, president of the Brookings Institution, Washington, D. C., will analyze the underlying factors in the economic situation today.

In the pre-convention sessions of this year's meeting, which will be held on Friday and Saturday, an interesting program dealing with merchandising, sales and advertising problems will be presented at the Sales and Advertising Section meeting on Friday afternoon.

Sales and Advertising

A. C. Nielsen, president of A. C. Nielsen Co., market analysts, Chicago, will speak on "Analyzing the Market for Food Products." Mr. Nielsen has built up a successful firm of market analysts and has established a reputation as a keen observer of the present trend in marketing.

O. F. Benz, director of sales, Cellophane Division, E. I. duPont de Nemours Co., will discuss consumer impulse buying and will illustrate many features of his talk with a short moving picture subject prepared by his company.

Retailer Cooperation

On the same program John A. Kotal, secretary, National Association of Retail Meat Dealers, will outline some of the problems confronting the retail dealer today, and will offer some suggestions as to how the retailer and the meat packer can work more closely in their efforts to interest the consumer in meat. Mr. Kotal's talk will be built on a foundation developed from his experiences as an active officer for several years of a large national association and a wide acquaintanceship among retail dealers.

Two staff members of the Institute—Howard C. Greer, director of the Institute's Department of Marketing, and George M. Lewis, associate director, will conduct a joint discussion on sales developments and delivery schedules and distribution costs in the meat packing industry. Both Mr. Greer and Mr. Lewis have been very close to the work being carried on by the special committee appointed by the Institute to aid in the investigation of trade practices.

Entertainment

The annual banquet naturally leads the program of what might be called entertainment. In addition to the famous radio speaker, William J. Cameron of the Ford Motor Co. there will be a humorous speaker, and other banquet features will make it the customary spectacle which annually concludes the convention.

Arrangements have been made for a dinner dance and entertainment on

(Continued on page 20.)

WHOLESALE MEAT *News from the meat selling front* *Helps for meat manufacturers and dealers*

SAUSAGE Sales

Dealer Service and Consumer Advertising Build Volume

DEALER service backed by consumer advertising built a Western packer's sausage business this year to the point where it amounted to 61 per cent of his total volume of sales.

He did this by emphasizing service to his dealers in the way of consumer advertising, and by seasonal featuring of a quality line of sausage products. All salesmen of the Miller Packing Co., Oakland, Calif., carry sales portfolios containing samples of current newspaper and billboard advertising, maps of billboard locations, radio advertising schedules and other proofs of support

the packer is giving to dealers in attracting attention of consumers in their neighborhoods.

"We feel the sausage business offers the local packer an outstanding opportunity for developing additional volume," says Ben Miller, jr., vice president, and son of Ben Miller, sr., founder and president. "We've been in this line for a great many years, but it wasn't until about 4 years ago that we started really promoting it. Our big volume has been developed in that time."

Sales Aids

The sales portfolio has proved an important aid in developing new accounts in competition with other packers. When a Miller salesman goes in to sell the line on the basis of dealer cooperation he has something definite to offer—visible proofs of what the company is doing to develop dealer business.

Each salesman carries a portfolio, which is brought up to date every six months, new advertising samples being

inserted with new lists and maps showing billboard locations. Bound in black fabricoid, they are durable enough to stay in excellent condition during this period. A page size 9x14 in. is used—small enough for convenient carrying and yet large enough to allow wide margins around the largest samples shown.

On the first page of the portfolio appears a statement that Miller's sausage line has been advertised weekly for a certain number of months in a named local paper, and that this schedule will be continued. A statement of the number of newspaper readers reached is included. This is followed by eight pages of sample newspaper advertisements—representative selections from different seasonable campaigns.

Push Sausage by Seasons

During the fall, winter and early spring wieners and frankfurts are featured, along with pork sausage and other cold weather items. The luncheon meat campaign starts in the late spring and early summer.

About 30 per cent of the company's sausage volume is in franks and wieners, and the balance of the business is split up among a great many different items. Skinless wieners were introduced with a novel newspaper advertisement in two colors. Illustrations showing wieners painted with human faces were run in red; the border of the ad and part of the copy were also in red. About 1,500 reprints of the advertisement were distributed in retail markets for display use.

Practically all the sausage advertising, including that on franks and wieners, has featured the use of Angostura, describing its flavor and digestion talking points. Small and large space advertisements are made to stand out on the page by use of a reverse plate name cut, on which appears the slogan: "Miller's Sausage Varieties Prepared with Angostura."

Use of Billboards

The second section of the book is prefaced with this explanation: "For two years, Miller's Sausage Varieties have been consistently advertised on painted walls throughout the East Bay area. Thirty-two carefully selected walls are now in use and will be for the entire year 1937."

On the first page of the sign section is a 5 x 7 in. picture showing one of the painted signs in detail. The large portfolio is supplemented by a smaller one, also carried by each salesman, which contains smaller pictures showing 25 different billboards against individual location backgrounds. When a

**NO MATTER HOW THIN YOU SLICE IT
 YOU'LL NOTE THE TEASING TASTE IN
 MILLER'S BOLOGNA**

**FLAVOR-CURED WITH
 ANGOSTURA**

● ANGOSTURA, that fine old flavor, certainly does something to Bologna—heightens the blend, points the flavor, tempts the taste... aids digestion, too. Try it—it's new and different—Miller's Bologna with the Angostura flavor.

OTHER MILLER PRODUCTS
 WIENIES LIVERWURST
 LUNCHEON MEATS
 METTWURST SALAMI
 PORK SAUSAGE

THIS TAG on Miller's products is your guarantee of finer flavor

MILLER'S

**FLAVOR-CURED WITH
 SAUSAGE VARIETIES ANGOSTURA**

TELL CONSUMERS ABOUT NEW FLAVOR QUALITY

Use of Angostura in Miller sausage is used as a strong sales point in newspaper advertising. Not only are wieners, bologna and pork sausage advertised, but also such products as liverwurst, mettwurst and luncheon meats.

salesman talks billboards he shows the detail photograph first and then one or two of the smaller pictures of boards in the dealer's own neighborhood—boards he has seen or can easily see.

Next in the portfolio comes a list of painted sign locations. Opposite each location is a statement giving the number of people who passed the spot in a representative 12-hour period. The figures are obtained by actual machine count by the billboard company. These circulation figures are totaled at the bottom of the location list.

Maps of the various counties in which signs are located are also included in the portfolio. On these maps all sign locations are indicated by large red spots. A glance at the map of his territory quickly shows the dealer that the company has exceptional circulation on all main traffic arteries. The signs were placed only after traffic counts were taken and types of traffic carefully analyzed.

Use of Radio

The last page of the book is devoted to a statement of the fact that spot announcements on the company's sausage line are broadcast five days a week over a local radio station. A cartoon lends interest to the radio statement page.

Building signs were selected rather than billboards because permanent coverage can be secured at a cost which makes it possible to use a great many locations. Paint on the wall signs is renewed every six months.

Newspaper, sign and radio advertising is consistently backed up with original point-of-sale displays which

dramatize seasonable products promoted. Counter cards used show merchandise in actual use.

Variety for Year-Round Volume

This company's wide variety of sausage items is used to capitalize on changing tastes and to promote year 'round volume. The average-sized dealer is not encouraged to carry more than a half-dozen items, but every time his sales on one of the group begin to drop off, the company has something new to offer him. This constant change helps maintain customer appetites for cold meats.

"Truly consistent promotion is what counts in building sausage volume," concludes Miller. "Although we're spending a considerable amount each month for advertising, we wouldn't be getting results if we didn't keep it up. The month-after-month and year-after-year repetition on this basis is what does the job."

Demonstrations as a permanent practice have not been found desirable. But whenever the company has an outstanding new item which is being widely promoted demonstrations are put on in large outlets where traffic volume justifies the expense. Used in this way, demonstrations bring results, according to Miller.

FEWER TURKEYS THIS YEAR

Turkey supplies for this fall are expected to be about 10 per cent smaller than the heavy crop of a year ago and to indicate marketings near the level of the 1932 and 1933 crops.



ADVERTISING SAUSAGE

Wall signs are used largely by Miller in billboard advertising. Dealers are shown maps of locations and statistics of numbers of consumers who see these signs daily.



SUMMER SAUSAGE TALKS TO 30,000 DRIVERS A DAY

Placed in commanding position at the head of the city's biggest and busiest traffic artery, the painted bulletin pictured here is helping to keep Des Moines, Ia., families informed about the merits of Old Homestead meat products, produced by the Iowa Packing Co., at Des Moines. The board is located on Eighth st. at the head of a three-block stretch of Keosauqua Way. Stoplights halt thousands of cars each day in position directly facing the board. Traffic checks show between 25,000 and 30,000 automobiles pass this board each day.

Painted copy on the board is changed seasonally, so as to emphasize the most timely items. The summer sausage board shown in the picture went up about May 15 to remain until early fall. In addition to two other lighted bulletins on main downtown thoroughfares, Old Homestead products are featured on four boards covering traffic in each direction from the business section.



Pure **NATURAL** *Spices*

**give you an additional quality story
to tell your customers**

When you purchase pure, natural spices you add a *plus* story to your product, for genuine spices are the finest—the best. There is no adequate substitute for them. Customers know this, and when you say “My meat specialties contain *genuine* spices” you need go no further. Your quality story has been told.

Remember this the next time you are purchasing spice seasoning. The enviable position you wish to achieve in the food field depends not alone on the superior meats you pack, but also upon the fresh spice flavor that you give them.



QUESTIONS for the trade

Oxford Style Sausage

How is Oxford style sausage made? A Western sausage manufacturer writes:

Editor THE NATIONAL PROVISIONER:

Can you send us a formula for making Oxford sausage? We have heard of this product and are interested to know how it is made.

Oxford style sausage in many ways resembles such products as berliner, luncheon meat, pork roll and minced sausage. It is a simply seasoned, cooked and smoked pork sausage.

Lean shoulders from mature hogs are sometimes used in making this product. Blade meat or lean pork trimmings with a little fat can also be utilized.

A 100-lb. batch of meat is ground through 1-in. plate. Dissolve following curing ingredients in a gallon of ice water:

- 3 lbs. salt
- 3 oz. sodium nitrate
- 3 oz. granulated sugar
- 3 oz. dextrose (corn sugar)

Put meat in mixer and pour solution over it, mixing for about 3 minutes.

The meat may be cured with or without addition of second ham pickle. If ham pickle is used it should be 50 deg. and sweet. One-half gallon of pickle is poured over meat in barrel. Hold meat in cooler at 38 degs. for 7 days, or until fully cured.

At end of this time take 20 lbs. of meat and chop fine in silent cutter. Put remaining 80 lbs. in mixer and add 20 lbs. of finely chopped meat. Mix for 4 minutes and put in stuffer.

Stuff meat in clean beef bungs cut 18 in. long or in corresponding artificial casings. Then wrap string around sausage and hang in cooler for 36 hours at a temperature of 45 to 50 degs. Product is smoked until it takes a nice color.

Cook sausage for 3 hours at 165 degs. After removal from cooker, spray with cold water and hang up to dry. Product is then ready for market.

PIMIENTO OR PIMENTO?

What is the difference between "pimento" and "pimiento"? An Eastern sausage manufacturer writes:

Editor THE NATIONAL PROVISIONER:

We have been using the word "pimento" in connection with a product in which we use Spanish paprika. Recently, however, we have been told that "pimento" means allspice rather than paprika. Can you clear this up for us?

Under standards adopted by the U. S. Department of Agriculture "pimento"

is applicable to allspice, while "pimiento" is used to designate Spanish paprika or paprika having the characteristics of that grown in Spain.

Sometimes the same spelling is used for both spices and they are designated as "pimento-allspice" and "pimento-Spanish paprika." It is probable that a consumer would recognize that the product was flavored with paprika, no matter how the word pimiento was spelled.

ROAST BEEF LOAF

An Eastern sausage manufacturer has been making a roast beef loaf and wants to know how the best results can be obtained when dry milk is used in it. He writes:

Editor THE NATIONAL PROVISIONER:

How can the best results be obtained when using dry milk in roast beef loaf? We are making such a loaf and would like to use dry milk in it.

This inquirer is probably using gelatin in making his loaf. If so, he should dissolve 1 lb. of dry gelatin in 8 lbs. of water and add this to meat. The dry milk should then be sprinkled over this mixture. Stir until the dry milk is thoroughly mixed in. About 3 to 6 per cent dry milk is said to combine well with other ingredients in making roast beef loaf.

Fancy Braunschweiger

Braunschweiger of fine flavor, good texture, which will cut well and keep its appearance both inside and out, is popular with retailers and consumers.

Many packers and sausage manufacturers are satisfied with their Braunschweiger, while others are not enjoying as wide trade as they should have. Some have a satisfactory formula, but do not get good results in the appearance of their product. *This is due to faults in handling.*

Formula and instructions for making a very good smoked liver sausage, or Braunschweiger, may be secured by subscribers by sending the attached coupon with 10c in stamps.

THE NATIONAL PROVISIONER,
407 So. Dearborn St., Chicago, Ill.

Please send me instructions on Braunschweiger or smoked liver sausage.

Name

Street

City

(Enclosed find 10c in stamps.)

BEEF LOIN SPECIFICATIONS

A Southern wholesaler wants to know federal specifications for full loin of beef. He writes:

Editor THE NATIONAL PROVISIONER:

We should like to find out federal specifications for full loin of beef. Can you supply us with this information?

Federal specifications for full loin of beef are as follows:

"Full loin to be cut according to the general custom in the market where order is filled; to be commercial trim, flank off and kidney cut. Suet and lumbar fat of closed side to be trimmed off close, with a clean bevel cut from chine bone to a point slightly inside outer fat limits. Loin from open side to carry only a proportionate amount of fat. Flank short rib end to extend beyond the eye of lean a distance only equal to the length of the eye. Flanks to be trimmed off by a straight cut to round, removing cod fat close to the lean portion of the loin. Shall weigh not less than 40 nor more than 75 lbs."

ACID IN TALLOW

A Northwestern packer wants to know if it is possible to keep the acid content of inedible tallow low. He writes:

Editor THE NATIONAL PROVISIONER:

We have been told that it is possible to keep the acid content of tallow from most inedible stock as low as 2 per cent. Is this possible?

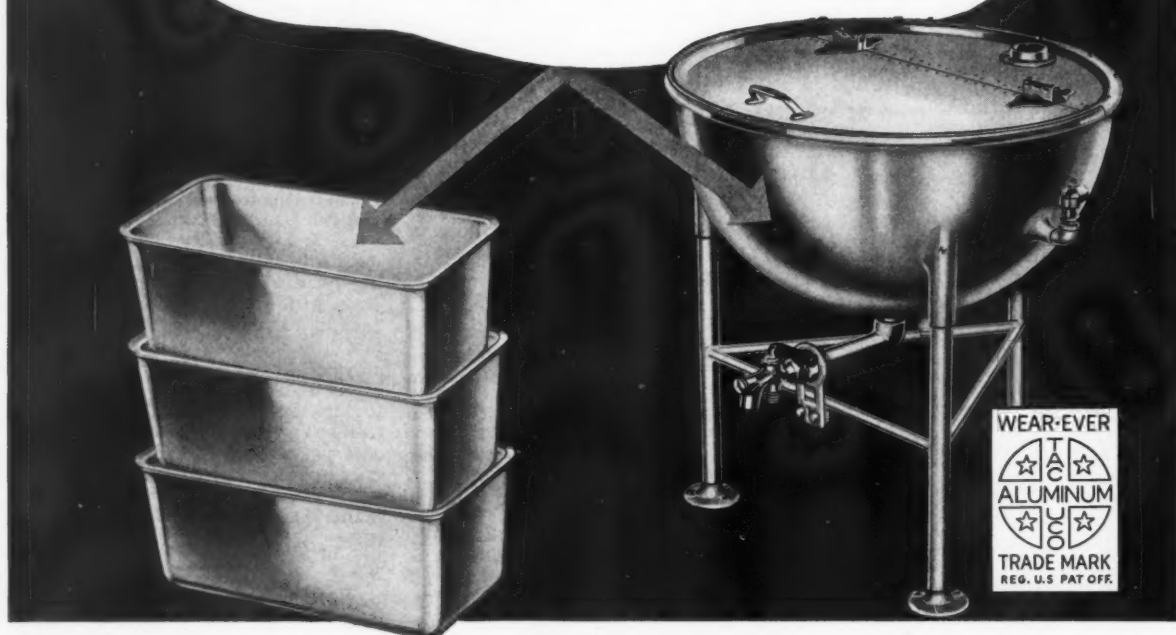
If the inquirer were to render in a test tank a small quantity of each kind of material normally used for tallow, handling it very promptly, he would probably find that acid content of resulting tallow was very low. Very few kinds of stock, if handled promptly, will yield rendered fat over 2 per cent in acid.

It may not be possible, however, to secure as good results as these in everyday operation, particularly if volume of material handled is not large and some time must elapse before it can be rendered. The packer must determine whether it will be more profitable to produce low-acid tallow at a somewhat higher cost, or higher-acid tallow at a lower cost.

In any case, raw materials for tallow and greases must be handled promptly if the acid content is to be kept reasonably low. While it is in the raw state bacterial action proceeds very rapidly in the bone and tissue at normal temperatures, and results in formation of free fatty acid.

Best

CHILI LOAVES • NEED BOTH



"WEAR-EVER" KETTLES AND CHILI MOLDS

Quality ingredients are important. So are quality utensils. "Wear-Ever" Kettles and Molds are favored by largest Chili makers. The Aluminum Kettle is more efficient, more sanitary, easier to clean. Fast heat conduction of Aluminum spreads heat evenly. No hot spots. Saves time. Saves fuel.

"Wear-Ever" Aluminum Chili Molds are clean, non-toxic; maintain purity and quality of superior products; rustproof, won't discolor, never need tinning. They're strong and durable but very light, easy to handle; convenient

to use. When making Chili loaf for meat market distribution, simply pour the cooked ingredients into "Wear-Ever" 1-lb. Molds. Transfer to cooler and chill. When Chili is completely solidified, quickly dip molds into warm water. Metal expands and Chili readily drops out.

For complete information on "Wear-Ever" wares for Chili making, write for our latest catalog. Address THE ALUMINUM COOKING UTENSIL COMPANY, Desk 108, 11th Street, New Kensington, Pa. (*Offices In All Principal Cities*)

ALUMINUM IS FRIENDLY TO FOOD

"Wear-Ever" ALUMINUM

THE STANDARD: WROUGHT OF EXTRA HARD, THICK ALUMINUM

Brands and Trade Marks

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVISIONER. Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

The E. Kahn's Sons Co., Cincinnati, O. For fresh and cured meats and packinghouse products—namely, sausage, lard and sugar cured meats. Trade mark: DOVE. Claims use since March, 1872. Application serial No. 384,257.

Jacob Dold Packing Co., Buffalo, N. Y. For hams and dried beef. Trade mark: STREAMLINE. Claims use since July 25, 1935. Application serial No. 377,975.

The Mohican Co., New York City. For bacon. Trade mark: MOHICAN. Claims use since 1896. Application serial No. 385,105.

H. H. Greenebaum, Inc., New York City. For sausages of the frankfurter variety. Trade mark: FIN-FURTER. Claims use since April 8, 1937. Application serial No. 391,262.

Kroger Grocery & Baking Co., Cincinnati, O. For dressed poultry. Trade mark: SPRINGCREST. Claims use since May 23, 1932. Application serial No. 378,791.

American Agricultural Chemical Co., New York City. For edible gelatin. Trade mark: KEYSTONE GELATIN in a keystone design. Claims use since August 16, 1933. Application serial No. 386,716.

Stuart C. Thompkins, doing business as Stuart C. Thompkins & Co., San Francisco, Calif. For vegetable margarine, nut margarine and meat extracts. Trade mark: CHINA BOY. Claims use since February 5, 1937. Application serial No. 388,964.

Eastern Asia Trading Co., Ltd., San Francisco, Calif. For cooking and vegetable salad oils—namely, cottonseed, coconut, copra, hydrogenated lard, olive, peanut, poppyseed, sesame and soya bean oils. Trade mark: EATCO in a double arrow design. Claims use since January 1, 1936. Application serial No. 387,645.

Corn Products Refining Co., New York City. For cooking oil. Trade mark: A black circle, with a white curved design, in an oval outline. Claims use since March 26, 1937. Application serial No. 391,018.

American Stores Co., Philadelphia, Pa. For oleomargarine. Trade mark: PRINCESS. Claims use since March, 1931. Application serial No. 381,519.

Paul La Plant, Anoka, Minn. For dog feed. Trade mark GRUB STAKE. Claims use since August 1, 1936. Application serial No. 392,326.

Austin Dog Bread & Animal Food Co., Chelsea, Mass. For food for domesticated carnivorous animals. Trade mark: AUSTIN'S DOG BREAD. Claims use since 1873. Application serial No. 391,797.

Vimpep Foods, Inc., Cambridge, Md. For canned cat and dog foods. Trade mark: NICE KITTY. Claims use since May 21, 1937. Application serial No. 393,458.

Foster Canning Co., Inc., doing business as the Glendale Canning Co., Glendale, Long Island, New York. For dog and cat food. Trade mark: DANDY. Claims use since October 5, 1935. Application serial No. 393,707.

Atlantic Trading Corp., Inc., Somerville, N. J. For food for dogs, puppies and other carnivorous animals. Trade mark: EAT & GRO, with the picture of two dogs. Claims use since November 1, 1936. Application serial No. 393,792.

Paul La Plant, Anoka, Minn. For dog feed, fox feed, cat feed and fish feed. Trade mark: SM, with "square" above and "meal" below. Claims use since December 21, 1936. Application serial No. 388,718.

Doyle Packing Co., Los Angeles, Calif., Mokense, Ill., Newark, N. J. and North Kansas City, Mo. For canned dog and cat food. Trade mark: STRONG-HEART RATIONS, with the picture of a German shepherd dog. Claims use since July, 1932. Application serial No. 392,203.

R. E. Roberts, doing business as Lord-Mott Co., Baltimore, Md. For canned dog food. Trade mark: MYDOG in a line design. Claims use since February 15, 1936. Application serial No. 392,733.

Vimpep Foods, Inc., Cambridge, Md. For dog food and cat foods. Trade mark: DOG LURE. Claims use since January 14, 1937. Application serial No. 388,811.

The Meat Products Co., Cleveland, O. For dog food. Trade mark: BRESKO. Claims use since March 1, 1932. Application serial No. 389,743.

Vimpep Foods, Inc., Cambridge, Md. For dog and cat food. Trade mark: CIRCUS DOG. Claims use since February 10, 1937. Application serial No. 389,579.

National Coast Products Corp., Swedesboro, N. J. For canned dog and cat food. Trade mark: LYKIT, with the picture of a dog. Claims use since December 3, 1936. Application serial No. 389,767.

Vimpep Foods, Inc., Cambridge, Md. For dog food and cat food. Trade mark: ON GUARD. Claims use since February 3, 1937. Application serial No. 388,999.

Snyder-Fancher Co., Middletown, N. Y. For canned dog food. Trade mark: SNY-FAN. Claims use since January, 1920. Application serial No. 388,484.

Allied Mills, Inc., Chicago, Ill. For dog food. Trade mark: ECONOMY. Claims use since January 19, 1937. Application serial No. 390,346.

Recent Patents

New Devices Relating to the Meat and Allied Industries on Which U. S. Patents Have Been Granted.

Hog Dehairing Method.—Harry H. McKee, Chicago, Ill., and Keith Muir, Baltimore, Md., assignors to Industrial Patents Corp., Chicago. Method comprises rotating carcasses simultaneously with scuffing skin surface in one direction and scraping surface of carcass in opposite direction. Granted July 22, 1937. No. 2,084,857.

Meat Product and Method of Making.—Felix H. Louisot and Charles J. Muller, Hasbrouck Heights, N. J. A strip of fat of substantially uniform width and cross section having the fiber structure disrupted and rearranged with the fibers crossed to aid cohesion. Granted June 29, 1937. No. 2,085,106.

Hog Scraper Paddle.—Clarence A. Ritchie, Akron, O., assignor to B. F. Goodrich Co., New York City. A hog scraper paddle comprising a body of rubber and a layer of substantially weftless cord fabric as a reinforcement therein. Granted August 10, 1937. No. 2,089,298.

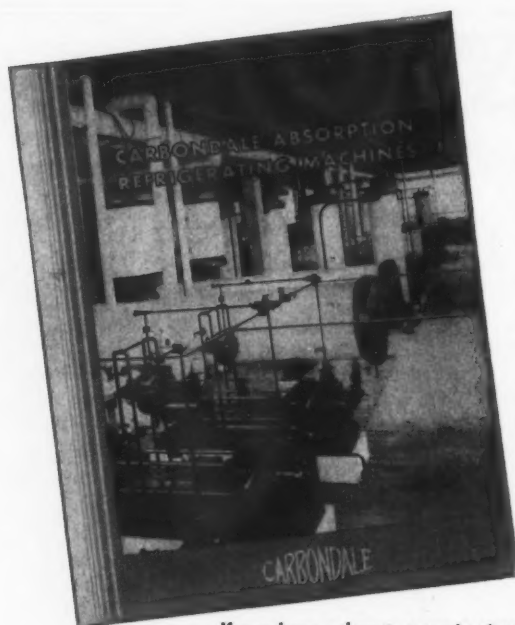
Improved Margarine.—Albert K. Epstein and Benjamin R. Harris, Chicago, Ill. Method for producing a non-weeping margarine. It comprises forming a plastic emulsion of oleaginous and aqueous materials and then blending into the plastic margarine emulsion a proportion of aqueous paste. This paste comprises an intimate mixture of lecithin and a diglyceride of a relatively high molecular weight fatty acid dispersed in an aqueous liquid. Granted August 10, 1937. No. 2,089,470.

Stabilizing Fatty Acids.—Wilson F. Douglas, Council Bluffs, Ia., assignor to Cudahy Packing Co., Chicago, Ill. A method of retarding oxidation of fats, comprising adding to such fats a quite small amount of lipin-containing part of an animal, retaining the part in the fat a sufficient time to permit extraction of a major portion of the fat-soluble lipins and then removing remainder of such part from fat. Granted February 23, 1937. No. 2,071,457.

Maritime Milling Co., Inc., Buffalo, N. Y. For dog food. Trade mark: HUNT CLUB above the picture of a puppy. Claims use since January, 1933. Application serial No. 385,103.

Vimpep Foods, Inc., Cambridge, Md. For canned dog food. Trade mark: PLAY BOY. Claims use since December 28, 1936. Application serial No. 387,759.

Ethel Limouze, Weehawken, N. J. For prepared foods for dogs. Trade mark: DR. SPROUL'S. Claims use since August, 1935. Application serial No. 383,172.



If you have exhaust or waste steam available, this bulletin may prove valuable to you. Ask for a copy.

IMPROVED REFRIGERATION EQUIPMENT FOR ALL PACKING HOUSE NEEDS

COMPRESSORS

Vertical enclosed type, with roller bearings, Feather Valves and all latest improvements; horizontal larger sizes also with latest improvements

CONDENSERS

Horizontal multi-pass all-welded type; vertical open type, gravity flow

AIR CIRCULATING CHILL AND STORAGE ROOM COOLERS with defrosting

BRINE COOLERS, RECEIVERS and other WELDED PRESSURE UNITS for the Meat Packing Plant

COMPLETE REFRIGERATION SYSTEMS or SEPARATE PARTS

Ammonia, methyl chloride and Freon

**COMPLETELY CARBONDALE EQUIPPED
MEANS UNDIVIDED RESPONSIBILITY**

CARBONDALE

DIVISION

WORTHINGTON PUMP AND MACHINERY CORPORATION

General Offices: HARRISON, NEW JERSEY

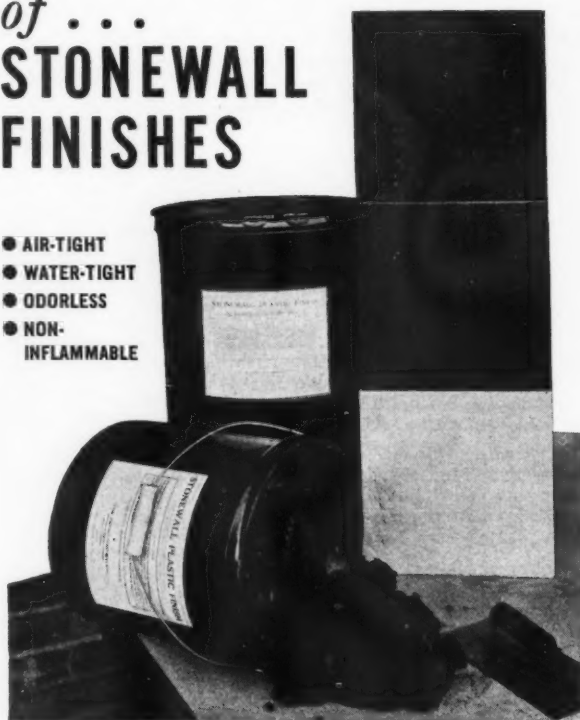
CA7-68 Offices and Representatives in Principal Cities

CARBONDALE

*Efficient Cork Insulation
deserves the protection
of . . .*

STONEWALL FINISHES

- AIR-TIGHT
- WATER-TIGHT
- ODORLESS
- NON-INFLAMMABLE



COLD ROOMS insulated with Novoid Corkboard receive additional protection when the insulation is surfaced with STONEWALL FINISHES. Applied cold as received, these efficient finishes give a smooth, air-tight and water-tight coating. They will not crack, chip, bulge or become brittle. They are non-inflammable, odorless, and can be washed with hot or cold water or steam. And if cut or cracked, STONEWALL FINISHES can be easily skim coated or patched to form a perfect bond.

STONEWALL FINISHES are available in three types for a variety of uses: Stonewall Plastic Finish, Stonewall Plastic Emulsion, and Stonewall Emulsion. For additional appearance value, the finishes may be painted with Novoid White Cold Storage Paint or Novoid Aluminum Paint. Wall or ceiling areas insulated with Novoid Corkboard and surfaced with STONEWALL FINISHES, assure a dry, sound room with permanent insulation protection. For full information, mail the coupon below.

CORK IMPORT CORPORATION

330 West 42nd Street

BRANCH OFFICES:

New York City

Chicago, 400 West Madison Street

Boston, 248 Boylston Street

Philadelphia, 1524 Chestnut Street

MAIL COUPON FOR FULL DETAILS

Cork Import Corporation

330 West 42nd Street, New York City

Please send me full information about STONEWALL FINISHES for surfacing cold storage insulation.

Name

Street

City and State

and Air Conditioning

REFRIGERANT PROPERTIES

A packer investigating truck refrigerating methods writes THE NATIONAL PROVISIONER for information on the relative B.t.u. values of solid carbon dioxide, water ice and eutectic salt ice.

According to the U. S. Bureau of standards 1 lb. of solid carbon dioxide absorbs 275 B.t.u. in changing from a solid at minus 109 degs. F. to a gas at 32 degs. F.

One pound of water ice (neglecting the influence of the varying small percentage of "heavy water" having melting points above 32 degs. F.) absorbs 144 B.t.u. in changing from ice at 32 degs. to water at the same temperature.

One pound of eutectic ice absorbs 131.42 B.t.u. in changing from ice at minus 6 degs. to brine at 32 degs. The B.t.u. value of eutectic ice when it changes from solid to liquid at minus 6 degs. F. is 101.52.

The specific heat of eutectic brine averages approximately 0.787. This means that 1 lb. of brine will absorb about 0.787 B.t.u. for each change of 1 deg. from minus 6 degs. F. to 32 degs. F. or a total of 29 B.t.u. for a change of 38 degs. When this is added to 101.52 it gives the total B.t.u. value of 131.42 for eutectic in changing from minus 6 degs. to 32 degs. F.

REFRIGERATED RAILWAY CARS

The annual report of the Biological Board of Canada describes experiments that have been carried out over a period of several years in an effort to demonstrate the superiority of overhead refrigeration as compared with end bunkers in railway cars used for the transportation of frozen meat and fish. During 1936, the Canadian National Research Council completed its experiments on the underslung heating unit for such cars when used for meat and fruit transport, and the Canadian Pacific Railway found itself in a position to remodel a car to embody the best features of both systems.

One of the research workers of the Pacific Fisheries Experimental station collaborated with the railway company in designing the refrigerator units, and when the car became available for a test shipment of frozen fish, he was asked to accompany it for the purpose of observing its performance.

The car was loaded in Vancouver with frozen fish consigned to Winnipeg and passed for five days through some of the hottest weather of the season with

outside temperatures exceeding 90 degs. F. each day. Temperatures inside the car never exceeded 23 degs. F. at any point. Unfortunately, circumstances beyond control prevented the performance of this car being compared with that of an end-bunkered car under the same conditions.

At Winnipeg, the car was loaded with frozen meat for Montreal, and a similar shipment in an end-bunkered car was made available for comparison. The initial cooling of the remodeled car and its load required less than half the time necessary for the end-bunkered car with its load.

During the 4-day trip the remodelled car required but one reicing of 1,600 lb. ice and 200 lb. salt, while the standard car was reiced three times using in all 4,000 lb. ice and 480 lb. salt. The interior of the remodelled car showed a difference of only 2 to 4 degs. F. between the warmest and coldest spots, while the other car displayed corresponding temperature differences of from 7 to 16 degs. F. at various times.

The results of this experimental trip showed the overhead refrigerated car to possess the following advantages:

- 1.—More rapid initial cooling of car and load.
- 2.—More uniform temperature distribution.
- 3.—Lower mean temperature for given concentration and amount of ice-salt refrigerant.
- 4.—More economical operation.
- 5.—Approximately 25 per cent greater load capacity due to removal of end bunkers.

These advantages have been recognized by the Canadian Pacific and Canadian National Railways, and after consideration of one or two improvements that were suggested as a result of this trip, it appears that several such cars will be made available by each company during the present year.

Temperatures attained in the car when carrying fish from Vancouver to Winnipeg are not considered to be as low as desired, and several methods of refrigeration are available for the attainment of a desirable temperature approximating zero degs. F. Experiments will be conducted in 1937 with this end in view, which will undoubtedly call for the retention of the overhead refrigeration principle.

STEP IS NEW TRUCK FEATURE

An unusual door design on the curb side is a feature of a new and attractive refrigerated truck used by the Geo. H. Thomas Co., Inc., Cincinnati, O., for distributing H. H. Meyer Packing Company's Partridge meat products. As will be seen from the illustration, this door is smaller than is often used, leaving room underneath for a step by which to conveniently gain access to the interior.

A temperature of 36 to 40 degs. F. is maintained in the body on the hottest days, it is said. Refrigeration is supplied by a Kold-Hold unit. Insulation consists of 5 in. of Dry-Zero in roof and floor and 4 in. in sides and ends. Inside dimensions of body are: Length, 139 in.;



CONVENIENT AND EFFICIENT

Body of the packer's truck has 5 in. of Dry Zero Insulation in roof and floor and 4 in. in sides and ends, to permit a temperature of 36 to 40 degs. F. to be maintained on the hottest days. An unusual feature of this truck is the step in the side, to make access to interior more convenient.



"C-B" Cold Storage Door

"The Better Door that Costs No More"

Users and contractors everywhere recognize the superior merits of "C-B" Cold Storage doors.

The fronts of standard doors, including the casing on the frame, are made of *high grade yellow pine*. On special orders, *oak* or other woods, as specified, will be furnished.

The backs of doors are made of spruce.

A trial will convince you that the "C-B" Cold Storage Door has superior merits.

Unexcelled in design, construction, workmanship and finish, all proving it is

"The Better Door that Costs No More"

The Cincinnati Butchers' Supply Corporation

824 EXCHANGE AVE., U. S. YARDS
CHICAGO, ILLINOIS

1972-2008 CENTRAL AVE.
CINCINNATI, OHIO

width, 72 in.; height, 60 in. It was built by the Kelly Auto Body Co., Cincinnati, and is mounted on a Dodge chassis.

REFRIGERATION NOTES

Covey Bros., Benton, Wash., have begun construction of a 500-locker cold storage plant. Lockers will vary in capacity from 6 to 12 cu. ft.

Michigan Refrigerated Locker Co., Muskegon, Mich., has received franchise.

William Rush will erect a cold storage plant at Patterson, Calif.

L. C. Matiasovich of Matiasovich Bros. Cold Storage Co., Salinas, Calif., has sold part interest in plant to P. Matiasovich, F. S. Oliver, W. Grul, G. and W. R. Sheehy.

H. L. Moore Ice Co. has just opened new cold storage plant at Dothan, Ala.

A refrigerated locker plant is being installed in Minneapolis, Minn., by Jackman Roller Mills.

Refrigerated storage space is being included in new Hastings warehouse, Brownsville, Tex.

Farm bureau at Erie, Ill., is considering erection of cold storage plant.

Watch "Wanted" page for Bargains.

NEW PLANT NEAR NEW YORK

Peekskill Packing Co., Peekskill, N. Y., has been incorporated for the purpose of carrying on a business of slaughtering cattle, calves, hogs, sheep and lambs. Incorporators are Harry and Nathan Pallant and Norman Katz, 4033 Broadway, New York City. The company has acquired property at Peekskill, 200 by 125 feet, on which a modern slaughtering plant will be built with approximate dimensions of 50 by 100 feet. The building will be of brick, with one section two stories high; balance of building will be one story and basement and will include cooler facilities, hide cellars, etc. Sausage and rendering depts. will be added later. Plans are now under way and construction is to start at an early date. There is a railroad siding on the property which makes it a convenient shipping and receiving point. Peekskill is about one hour from New York city and it is this market the Peekskill Packing Co. proposes to serve.

TEMPERATURES FOR CURING

Proper temperatures are important for best curing results. "PORK PACKING," The National Provisioner's test book for packers, tells just what temperatures should be used in the curing cellar.

PACKERS' CONVENTION

(Continued from page 11.)

Monday evening, October 25, in the famous Gold Coast Room of the Drake hotel. Those who attended the event of two years ago remember what a delightful feature of the convention program it proved to be.

Other entertainment features are being arranged, and the usual fraternizing of convention visitors—many of whom see each other only once a year on this annual occasion—is made easy and enjoyable by the roomy facilities of the Drake hotel corridors.

Exhibits of packinghouse equipment and supplies at this year's convention will be more extensive and varied than at any previous meeting. The number of exhibitors is the largest on record; exhibit space was exhausted several weeks ago and many applications have had to be turned down, as there was no additional space available. Many novelties will be shown.

The exhibition will be in the French and Tower rooms of the Drake hotel, and it will be open to visitors from Friday morning, October 22, until Tuesday evening, October 26, except during the hours of meetings. It will be open all day Sunday, October 24.

Complete program of all convention events will appear in the October 16 issue of THE NATIONAL PROVISIONER.

• CARL F. SCHLOEMANN •

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TRAFFIC News

Information for Packer Transportation Departments

PACKERS FIGHT RATE RAISE

In opposing proposed general increases in railroad freight rates on meats and packinghouse products (ex parte 115) before Commissioner Aitchison of the Interstate Commerce Commission recently, packer representatives pointed out that the proposals were indefinite, since the term "packinghouse products" in some instances included hides, glue and poultry and in other cases did not. It was argued that shippers were to be given a "life sentence" of higher rates in place of the old emergency surcharges.

At the hearing, which dealt with proposed transcontinental-Mountain Pacific rates, A. M. Geary, representing producers in Northwest, opposed increased rates except on fresh meats and packinghouse products from the Midwest. He favored relatively lower Eastbound and Westbound rates on livestock and argued that processors in Mountain Pacific area need protection of higher rates on meat and products.

W. H. Wagner, representing Iowa packers, argued that there were inconsistencies in relationship of rates on meats and packinghouse products to livestock rates. Transportation charges paid by the Iowa packer, he said, were almost twice those paid by Pacific Coast processors. He stated that a packer at Ogden, Utah, could buy livestock at Iowa packer's plant, process it at Ogden and ship to the coast at much less than the Iowa packinghouse through rate. He related that Waterloo, Ia., packers were arranging to use trucks on account of rail rates, and that motor vehicles were regularly used at Topeka, Kans., for coastward meat shipments.

YARDAGE ON "DIRECTS"

New rules, regulations or practices with respect to "direct" shipments of livestock were asked in a complaint filed recently with the Interstate Commerce Commission (Swift & Company et al. vs. Alton et al., No. 27862). The complainants charge the carrier with repeated refusal to deliver direct shipments to them at railroad's terminal at Union Stock Yards, Chicago, on payment of all transportation charges. Refusal by the carrier of complainants' demands for egress from railroad's unloading pens to nearest public street without payment of yardage charges to Union Stock Yard and Transit Co. is held by the complainants to be an unreasonable rule, regulation or practice in connection with transportation and delivery of direct shipments.

PACKER AND FOOD STOCKS

Price ranges of listed stock, October 6, 1937, or nearest previous date, compared with a week ago.

	Sales. Week Ended Oct. 6.	High. Oct. 6.	Low. Oct. 6.	Close. Oct. 6.	Sept. 29.
Amal. Leather...	3,800	3 1/4	3 1/4	3 3/4	3 3/4
Do. Pfd.	300	30	30	30	34
Amer. H. & L.	7,800	4 1/4	4 1/4	4 1/4	5
Do. Pfd.	500	31 1/4	31	31 1/4	31 1/4
Amer. Stores....	800	13 1/4	13 1/4	13 1/4	13 1/4
Armour Ill.	29,000	8 1/2	8	8 1/2	9
Do. Fr. Pfd.	600	75	75	75	75
Do. Pfd.	102	102 1/2	101 1/2	102 1/2	105
Beechnut Pack.	100	99	99	99	107 1/4
Bohach, H. C.	40	22	22	22	22 1/4
Do. Pfd.	1,300	16 1/4	16 1/4	16 1/4	16 1/4
Chick. Co. Oil.	4,300	6 1/4	6 1/4	6 1/4	6 1/4
Childs Co.	1,000	22	21 1/4	22	23
Cudahy Pack.	300	36 1/4	36 1/4	36 1/4	36 1/4
First Nat. Strs.	10,200	33 1/4	32 1/4	33 1/4	33 1/4
Gen. Foods	2,400	2 1/4	2 1/4	2 1/4	2 1/4
Gobel Co.	25	122	122	122	122 1/4
Gr. A. & P. Ist Pfd.	170	80	78 1/4	80	81
Do. New	15	15	15	15	15
Hormel, G. A.	1,700	2 1/4	2 1/4	2 1/4	2 1/4
Hygrade Food.	7,800	18	17 1/4	18	18 1/4
Kroger G. & B.	4,350	10 1/4	9 1/4	10 1/4	12 1/4
Libby McNeill.	1,850	2 1/4	2 1/4	2 1/4	3 1/4
Mickelberry Co.	100	29 1/4	29 1/4	29 1/4	29 1/4
M. & H. Pfd.	1,500	5 1/4	5 1/4	5 1/4	5 1/4
Morrell & Co.	3,800	52 1/4	51 1/4	52	51 1/4
Nat. Tea	40	117 1/4	117 1/4	117 1/4	118
Proc. & Gamb.	50	18 1/4	18 1/4	18 1/4	19
Rath Pack.	6,500	27 1/4	26 1/4	27 1/4	29 1/4
Safeway Strs.	60	96	95 1/4	96	95
Do. 5% Pfd.	210	97	97	97	98
Do. 6% Pfd.	60	105	103 1/4	103 1/4	108
Do. 7% Pfd.	9,700	20	19 1/4	20	21
Stahl Meyer	2,250	27 1/4	27 1/4	27 1/4	27 1/4
Swift & Co.	100	8	8	8	8
Do. Intl.	1,800	6 1/4	6 1/4	6 1/4	7 1/4
Trans Pork	3,400	11	10 1/4	11	12
U. S. Leather	3,600	30	29	30	32 1/4
Do. A	3,600	30	29	30	32 1/4
Do. Fr. Pfd.	18,600	6 1/4	6 1/4	6 1/4	7 1/4
Wesson Oil	900	68	67 1/4	68	66 1/4
Wilson & Co.	900	68	67 1/4	68	66 1/4
Do. Pfd.					

FINANCIAL NOTES

National Tea Co. has declared its regular quarterly dividend of 13 1/2 cents on preferred stock, payable November 1, to shareholders of record on October 14.

Canada Packers, Ltd., has maintained volume of business and earnings during the first half of the company's fiscal year at approximately the same level as in the like period of 1936, according to its semi-annual report. Earnings for the year ended March 25 amounted to \$7.61 per share.

Earnings of Burns & Co., Ltd., Canadian meat packers, showed a decrease for the first 6 months of 1937, as compared with 1936, but it is expected that third quarter earnings will compare favorably with last year.

MEAT INSPECTION CHANGES

Recent changes in federal meat inspection are reported as follows:

Meat Inspection Granted.—Swift & Company, Ocala, Fla., and A. Jacob Zucker, Brooklyn, N. Y.

Meat Inspection Withdrawn.—Swift & Company, Jewel ave., Vernon, Calif.; Federal Packing Co., Cleveland, O.; Stahl-Meyer, Inc., 262-272 Mott st., New York City; Reber Preserving Co., Eola, Ill., and Maescher & Co., Cincinnati, O.

Meat Inspection Extended.—Swift & Company, Cleveland, O., to include Federal Packing Co.

MEAT Packing in CANADA

Production Exceeds Billion Pounds in 1936

OUTPUT of 126 principal Canadian slaughtering and meat packing plants during 1936 had a total value of \$153,167,000, according to figures of the Dominion Bureau of Statistics. (This survey corresponds to U. S. Census of Manufactures in the United States.) Gross sales of the Canadian packers during 1936 were \$20,000,000 above 1935.

Canadian production of meat and meat products totaled 1,051,641,000 lbs. in 1936, of which 718,529,000 lbs. was fresh meat; 261,155,000 lbs. was cured meat, and 71,957,000 lbs. was manufactured meat products.

Volume of production and value of principal meat products of Canadian packers in 1936 were as follows:

	Quantity lbs.	Value.
Fresh meat		
Beef	454,496,000	\$33,561,000
Mutton and lamb....	36,430,000	4,852,000
Pork	149,397,000	19,243,000
Veal	65,570,000	5,777,000
Other meats	12,638,000	1,748,000
Poultry	12,638,000	2,627,000
Total	718,529,000	67,808,000
Cured meat		
Beef, salted	2,713,000	231,000
Pork, salted	48,798,000	7,137,000
Hams and shoulders.	67,737,000	12,130,000
Bacon and sides	121,799,000	22,248,000
Other cured meats.	20,108,000	3,139,000
Total	261,155,000	44,885,000
Manufactured meat		
Sausage	49,308,000	6,146,000
Cooked meats.....	17,541,000	4,367,000
Canned meats and poultry	4,748,000	1,029,000
Total	71,957,000	11,542,000

Besides these products the industry's 1936 output included 52,903,000 lbs. of lard valued at \$6,369,000; 7,345,000 lbs. of animal fat shortening valued at \$803,000; 75,963,000 lbs. of shortening containing no animal fat, valued at \$7,491,000, and 43,334,000 lbs. of tallow, stearine and other fats valued at \$2,380,000.

The Canadian packing industry also produces a considerable volume of hides, stock and poultry foods and other by-products and processes foreign and domestic vegetable oils.

The majority of Canada's slaughtering and meat packing establishments are located in the provinces of Ontario and Quebec, the former having 53 plants and the latter 28. There are 11 plants in British Columbia, 9 in Alberta, 8 in Manitoba, 6 in New Brunswick, 5 in Saskatchewan and 3 each in Nova Scotia and Prince Edward Island.

THE NEW NO. 6



C. D. REVERSIBLE GRINDER PLATE

This plate contains 1,660— $\frac{1}{8}$ -inch holes—more holes than any other plate in existence! For large grinders, No. 66 "Buffalo," No. 66 Enterprise, No. 7E Cleveland, No. 61 "Boss," Sander 150-D plate, ANCO No. 66.

The outstanding features are:

1. They are reversible—can be used on both sides. Equal two plates for the price of one.
2. The cut-down features—knife and plate are always in perfect alignment which prevents the knife from wearing a ridge in the plate.
3. The plate is made from a special hard steel alloy and will outwear any other make of plate 3 to 1. Requires less sharpening.
4. Plate is equipped with a patented O. K. lock-nut bushing. This can be easily replaced if the stud hole becomes worn.
5. The arrangement of the holes will give a shear-cutting effect.

We guarantee our C. D. plates never to crack, break, pit or chip at the cutting edges of the holes under ordinary usage. An all-American product made by American workmen.

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It is altogether a practical cure. BOTH flavor and color.

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We furnish the Pump (BIG BOY).

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PROVISIONS AND LARD

WEEKLY MARKET REVIEW

A SOMEWHAT easier tone and considerable activity prevailed in the futures market for lard and hog products during the past week. The market felt the effect of persistent speculative liquidation resulting from weakness in other commodities and in financial markets. Lard prices sought new low ground for the season in spite of steady absorption of futures by packer and warehouse interests on a scale downward and a steady decrease in open interest.

There was a sharp break in hog prices as the run picked up a little and this had an unsettling effect on the futures market. Stocks of lard continued to decrease at a rapid pace and this helped to steady nearby futures. Later lard futures were sold by spreaders who were buying cottonseed oil futures.

Cash trade has been good for both lard and meats, as indicated by decreasing stocks. Lard stocks at Chicago during September decreased 36,571,481 lbs. to 49,737,577 lbs. compared with 62,701,769 lbs. at the same time last year. This was the first time in months that stocks were under the previous year. It was believed the decline in stocks continued during the first week in October and was expected to keep on through the current month, although possibly at a slower pace. However, with lard supplies dwindling and hog runs increasing, some feel there may be less incentive for the packer to support the futures market.

Underweight Hogs Marketed

Marketing of underweight hogs this week brought about more or less pressure on prices. It was feared this condition might continue during October but new crop corn will be available in November and heavier weight and better quality hogs are expected to result.

The average price of hogs at Chicago at the outset of this week was \$11.00 compared with \$11.55 the previous week, \$9.80 a year ago, \$10.35 two years ago, and \$6.05 three years ago. Top hogs at Chicago at midweek were at \$11.10 compared with \$12.20 the same time the previous week.

Receipts of hogs at Western packing points last week totaled 239,500 head compared with 224,300 the previous week and 282,000 the same week last year.

The hog-corn price ratio for the week ended September 25 was 11.3 compared with 10.8 the previous week and 8.3 a year ago.

The average weight of hogs received at Chicago last week was 251 lbs. against 262 lbs. the previous week and 238 lbs. the same week last year.

PORK.—Demand was fair at New York and the market was steady. Mess

was quoted at \$35.12½ per barrel and family at \$35.12½ per barrel.

LARD.—Demand was good at New York but the market was easier. Prime western was quoted at \$11.45@11.55; middle western, \$11.45@11.55; New York City in tierces, 11½@11¼c, tubs, 12¼c; refined continent, 12¾c; South America, 12¾c; Brazil kegs, 12¾c, and shortening in car lots, 10¼c, smaller lots, 10¾c. Shortening for export made from foreign oils was 9¼c in carlots and 9½c in smaller lots.

At Chicago, regular lard in round lots was quoted at 27¼c over October, loose lard at 47¼c over October, and leaf lard at 1.27½ over October.

(See page 33 for later markets.)

BEEF.—Demand was fair and the market was steady at New York. Family was quoted at \$26.00@27.00 per barrel.

MARKET Trends

CATTLE brought lowest prices in many weeks at Chicago on October 5 and 6, with top at \$18.50. Eastern buyers were taking few cattle, with the kosher buying strike still on at New York.

♦ ♦ ♦

Beef steers at Chicago averaged \$4.75 per cwt. higher than in September, 1936 and \$3.30 higher than in the same month of 1935. Hogs were \$1.40 per cwt. higher than a year ago and 40c higher than in September two years ago, while lambs were \$1.35 and \$1.10 per hundred higher than one and two years ago.

♦ ♦ ♦

Federally-inspected hog kill at 8 points registered another advance for week ended October 1, amounting to 232,228 head, against 213,368 head the previous week and 254,302 head the same week last year.

♦ ♦ ♦

Meat imports at New York for the week ended October 1 totaled 1,725,185 lbs., of which 828,460 lbs. was canned hams and 3,230 lbs. cooked picnics in tins. During corresponding week last year meat imports amounted to 1,080,026 lbs.

♦ ♦ ♦

Imports of live cattle into the United States during the first 8 months of 1937 totaled 418,000 head, an increase of about 86,000 head over imports during like 1936 period.

♦ ♦ ♦

Spread between cottonseed oil at New York and lard at Chicago, both October delivery, on October 6 was 3.37c.

MEAT STOCKS AT LOW LEVELS

Steady declines continued in stocks of meat and lard at the seven principal markets of the country as shown by stocks on hand October 1 compared with those of a month and a year ago. Meat stocks totaled only 95,000,000 lbs. compared with 125,000,000 a month and a year ago, while lard stocks on hand were only 55 per cent of those of September 1 and 76 per cent of the quantity in store at these markets on October 1, 1936.

Stocks of regular hams are very low, being less than half the skinned ham stocks, and the smallest for October 1 in many years. Quantity of pickled picnics is less than half that of a year and two years ago and are only a fraction of the amount on hand at the same time in 1934 and 1933.

In spite of the gradually increasing hog receipts price levels have remained relatively high, but consumptive outlet has been good with the prospect that the fiscal year will close with the lowest stocks in years.

Stocks at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on September 30, 1937, with comparisons as especially compiled by THE NATIONAL PROVISIONER:

	Sept. 30, 1937.	Aug. 31, 1937.	Sept. 30, 1936.
Total S. P. meats	68,565,233	86,181,670	87,187,317
Total D. S. meats	17,808,641	26,512,068	25,044,398
Other cut meats	8,268,081	10,689,696	11,920,847
Total all meats	94,641,955	123,383,464	124,752,562
P. S. lard	47,572,110	87,187,100	64,167,878
Other lard	6,040,385	8,162,910	6,785,927
Total lard	53,612,495	95,350,010	70,953,805
S. P. regular hams	13,638,566	18,262,277	14,759,067
S. P. skinned hams	29,770,995	35,639,583	35,081,621
S. P. bellies	21,782,365	27,475,629	29,559,812
S. P. picnics	3,330,307	4,732,181	7,659,267
D. S. bellies	13,869,542	21,201,541	18,069,095
D. S. fat backs	3,330,767	4,171,347	6,943,197

CANADIAN EXPORTS TO U. S.

	Aug., 1937.	8 mos., 1937.	8 mos., 1936.
Cattle, No.	36,359	100,984	151,362
Calves, No.	12,331	70,888	48,592
Hogs, No.	9,550	65,909	35,211
Sheep, No.	408	963	1,296
Beef, lbs.	177,500	1,117,300	1,510,800
Bacon, lbs.	166,100	1,727,700	1,467,100
Pork, lbs.	2,359,800	13,933,900	7,048,400
Mutton & lamb, lbs.	.....	.....	6,500
Canned meat, lbs.	10	2,853	962
Lard, lbs.	500	700	800
Lard compound, lbs.	.....	300	477,000

LARD AND GREASE EXPORTS

Exports of lard from New York City, week of October 2, 1937, totaled 368,025 lbs.; greases 245,400 lbs.; stearine 34,000; tallow none.

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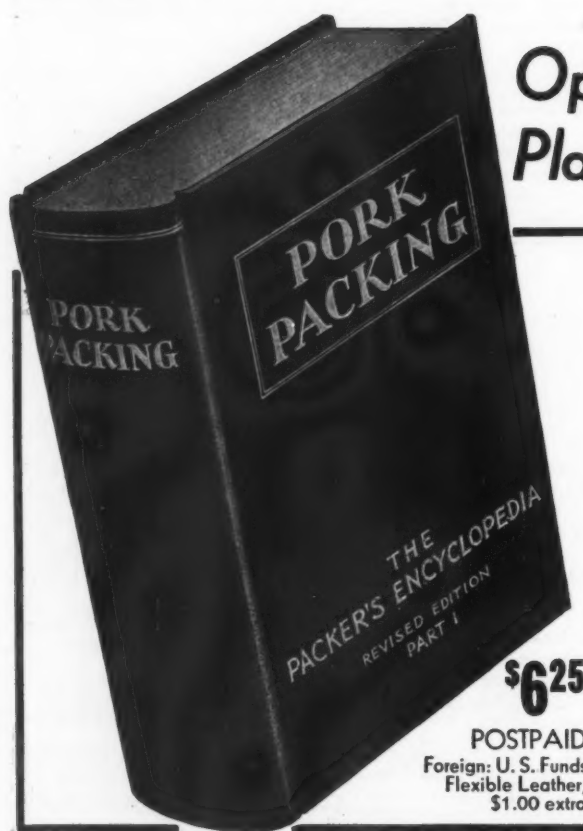
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THE NATIONAL PROVISIONER

407 South Dearborn Street, Chicago, Illinois

Hog Cut-Out Results

SEASONAL increase in hog receipts at a time when public opinion was directed at the higher levels at which both beef and pork were moving, particularly beef, resulted in sharp decline in hog prices and improvement in cut-out values.

Although fresh pork trade was slow in principal consuming centers, the basic situation in relation to pork is strong and even with increased hog runs the supply is still well below normal years. Consequently there was little disposition to sacrifice product. Freezers and curing vats are being rapidly depleted of stocks and although there is a period of high prices and increasing hog runs it would seem that the basic situation can easily take care of any surplus that might back up in a period such as that experienced during the first four days of the week just ended.

Quality of hogs showed considerable improvement, with marked declines in the number of pigs and sows. General price level dropped from 75c to \$1.10 per cwt. during the week but on the closing day of the period prices showed considerable improvement. Top at \$12 was paid early with the closing top at \$11.20, paid freely for good hogs weighing 185 to 235 lbs. Heavy well-finished butchers weighing over 300 lbs. moved at \$10.35 and down.

Test shown on this page is based on well finished butchers of weights shown, with costs and credits averaged on the basis of kill. Every packer must work out these results on the basis of the quality of hogs he buys and of his costs and credits if he is to have a fair idea of his day-to-day cut-out returns.

PORK IMPORTS TOP EXPORTS

(First 8 mos., 1936 and 1937)



The United States, long a leading exporter of pork, has bought far more than it has sold this year. Fresh and cured pork imports totaled 48,533,000 lbs. for the first 8 months of 1937, compared with exports of 29,734,000 lbs. In the same period last year exports totaled 36,251,000 lbs. and imports 23,204,000 lbs.

MEAT IMPORTS AT NEW YORK

For week ended October 1, 1937:

Point of origin.	Commodity.	Amount Lbs.
Argentina	Dry salt pork	50,934
	S. P. pork butts	3,300
	Canned corned beef	310,104
	Beef extract	15,008
Brazil	Canned corned beef	313,812
Canada	Smoked bacon	5,152
	Fork sausage	1,260
	Fresh chilled pork cuts	23,177
	Fresh chilled beef liver	384
Czechoslovakia	Cooked ham in tins	24,967
Denmark	Cooked ham in tins	141,486
	Tinned luncheon meat	7,520
	Smoked sausage	1,765
	S. P. pork bellies	6,659
	Cooked sausage in tins	420
England	Beef extract	1,128
Finland	Cooked sausage in tins	1,898
Germany	Smoked sausage	828
	Smoked ham	1,255
Holland	Cooked ham in tins	29,266
	Smoked ham	5,023
	Smoked bacon	765
	Tinned cooked pork loins	4,659
	Tinned fillet of pork loins	2,976
Hungary	Cooked picnics in tins	3,230
Italy	Smoked sausage	6,829
	Roast veal in tins	203
	Veal tripe in tins	203
Lithuania	Cooked ham in tins	5,907
	Cooked luncheon meat	576
	Fresh frozen pork cuts	11,901
Paraguay	Canned corned beef	54,900
Poland	Cooked ham in tins	580,783
	Tinned spiced ham	2,018
	Tinned luncheon meat	13,824
	Tinned cooked sliced bacon	672
	Fresh frozen pork	29,007
	Cooked sausage in tins	787
Rumania	Cooked ham in tins	44,035
Sweden	Smoked sausage	825
Switzerland	Bouillon cubes	7,462
	Soup tablets	3,879
Uruguay	S. P. pork butts	2,700
	Canned corned beef	2,700

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	Per cent live wt.	Price per lb.	Value per cwt. alive	Per cent live wt.	Price per lb.	Value per cwt. alive	Per cent live wt.	Price per lb.	Value per cwt. alive
	180-220 lbs.			220-260 lbs.			260-300 lbs.		
Regular hams	14.00	17.8	\$ 2.49	13.70	17.5	\$ 2.40	13.40	17.1	\$ 2.29
Picnics	5.70	18.3	1.04	5.40	16.7	.90	5.10	13.5	.69
Boston butts	4.00	21.1	.84	4.00	21.1	.84	4.00	21.1	.84
Loins (blade in)	9.80	21.9	2.15	9.50	19.5	1.85	9.00	17.6	1.58
Bellies, S. P.	11.00	23.0	2.53	9.70	22.1	2.14	3.10	20.9	.65
Bellies, D. S.				2.00	15.3	.31	9.40	15.1	1.42
Fat backs	1.00	13.9	.14	3.00	15.3	.46	5.00	16.5	.83
Plates and jowls	2.50	13.3	.33	2.50	13.3	.33	3.10	13.3	.41
Raw leaf	2.10	11.6	.24	2.20	11.6	.26	2.10	11.6	.24
P. S. lard, rend, wt.	11.30	11.2	1.27	11.10	11.2	1.24	10.20	11.2	1.14
Spareribs	1.60	17.0	.27	1.60	17.0	.27	1.50	17.0	.26
Trimnings	3.00	15.3	.46	2.80	15.3	.43	2.70	15.3	.41
Feet, tails, neckbones	2.00		.12	2.00		.12	2.00		.12
Offal and misc.			.48			.48			.48
TOTAL YIELD AND VALUE	68.00		\$12.63	69.50		\$12.03	70.50		\$11.36
Cost of hogs per cwt.		\$11.24		\$11.21		\$10.92			
Condemnation loss		.06		.06		.06			
Handling & overhead		.70		.64		.59			
TOTAL COST PER CWT ALIVE		\$12.00		\$11.91		\$11.57			
TOTAL VALUE		12.63		12.03		11.36			
Loss per cwt.						.21			
Loss per hog						.59			
Profit per cwt.		.63		.12					
Profit per hog		\$1.26		.29					

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(stainless)
Steel
Boiler

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2536-40 W. Monroe St., Chicago

Western Branches: 923 E. 3rd St., Los Angeles; 1250 Sansome St., San Francisco.
In Canada: J. H. Stafford Co., Ltd., 21 Hayter St., Toronto, Ont.

PORK PRODUCTS EXPORTS

Exports of provisions originating in the United States and Canada from Atlantic and Gulf ports:

	Week ended Oct. 2, 1937.	Week ended Oct. 9, 1937.	Nov. 1, 1937 to Oct. 2, 1937.
--	--------------------------	--------------------------	-------------------------------

PORK.	bbls.	bbls.	bbls.
United Kingdom	10
Continent	271
Total	281

BACON AND HAMS.

	M lbs.	M lbs.	M lbs.
United Kingdom	1,046	744	96,835
Continent .....	.....	.....	88
West Indies .....	.....	1	223
B. N. A. Colonies .....	.....	.....	29
Other Countries	11	.....	17
Total	1,057	745	97,188

LARD.

	M lbs.	M lbs.	M lbs.
United Kingdom	2,995	1,509	87,212
Continent	28	67	2,735
Sub. and Ctl. America	33	77	1,647
West Indies	502	202	5,535
R. N. A. Colonies .....	.....	.....	137
Other Countries	1	.....	9
Total	3,559	1,855	97,175

TOTAL EXPORTS BY PORTS.

From	Pork, bbls.	Bacon and Hams, M lbs.	Lard, M lbs.
New York	436	368
New Orleans	535
Montreal	610	2,655
Halifax	11	1
Total week	1,057	3,559
Previous week	5	322	1,262
2 weeks ago	232	2,596
Cor. week 1936	745	1,855

SUMMARY NOV. 1, 1936 TO OCT. 2, 1937.

	1936-'37.	1935-'36.
Pork, M lbs.	50	249
Bacon and Hams, M lbs.	97,183	75,213
Lard, M lbs.	97,175	92,830

LOSE AUSTRIAN LARD MARKET

In 1925 Austria was one of the best customers for U. S. lard. In that year Austria purchased 36,973,000 lbs. of lard from this country. In 1934 the import had declined to 915,000 lbs. and in 1936 only 220,000 lbs. of lard went from the United States to Austria. This is accounted for by the increase in hog production in Austria and by the purchase of live hogs, principally of lard type, from other European countries through the exchange of manufactured goods. The Danube basin is one of the principal sources of supply.

During the period from 1925 to 1929 the United States supplied 80 per cent of Austrian lard imports, and Poland supplied more than half the imports of live hogs and pork products. Per capita consumption of meat in Vienna in 1933 was 56.6 lbs., of which 33.4 lbs. was pork, with a total fat consumption of approximately 34.2 lbs.

Present foreign trade policy of the Austrian government makes the import of American lard impossible except during periods of fat shortages. The development of Austria's trade policy, particularly as it affects American lard, has come with the need for export outlets for Austrian industrial goods, as H. E. Reed, marketing specialist, U. S. Bureau of Agricultural Economics at Berlin, points out in a recent review of the Austrian hog industry and the market for American lard.

Week Ending October 9, 1937

CHICAGO PROVISION MARKETS

REPORTED BY THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, OCTOBER 2, 1937.

	Open.	High.	Low.	Close.
LARD—				
Oct. ... 10.90	11.00	10.90	10.97½-11.00	
Nov. ... 10.87½-90	10.92½	10.85	10.92½b	
Jan. ... 10.70	10.80	10.70	10.72½b	
Mar. ... 10.37½	10.47½	10.30	10.40b	
May ... 10.37½	10.47½	10.30	10.32½b	

CLEAR BELLIES—				
Oct. ...	.....	.....	15.45ax	

MONDAY, OCTOBER 4, 1937.

LARD—				
Oct. ... 10.97½	11.05	10.97½	10.97½	
Nov. ... 11.07½	11.07½	11.02½	11.02½ax	
Dec. ... 10.85	11.02½	10.90	10.92½-90	
Jan. ... 10.77½	10.77½	10.72½	10.72½ax	
Mar. ... 10.50-52½	10.52½	10.40	10.42½ax	
May ... 10.37½	10.40	10.25	10.25b	

CLEAR BELLIES—				
Oct. ... 15.40	.....	.....	15.40	

TUESDAY, OCTOBER 5, 1937.

LARD—				
Oct. ... 10.90-87½	10.90	10.67½	10.67½b	
Nov. ... 10.80-77½	10.80	10.60	10.72½ax	
Dec. ... 10.80-77½	10.80	10.60	10.62½-60	
Jan. ... 10.60-57½	10.60	10.45	10.45ax	
Mar. ... 10.17½	10.25	10.17½	10.17½ax	
May ... 10.15	10.15	10.05	10.05b	

CLEAR BELLIES—				
Oct. ...	.....	.....	15.40n	

WEDNESDAY, OCTOBER 6, 1937.

LARD—				
Oct. ... 10.90-87½	10.90	10.67½	10.67½b	
Nov. ... 10.80-77½	10.80	10.60	10.72½ax	
Dec. ... 10.80-77½	10.80	10.60	10.62½-60	
Jan. ... 10.60-57½	10.60	10.45	10.45ax	
Mar. ... 10.17½	10.25	10.17½	10.17½ax	
May ... 10.15	10.15	10.05	10.05b	

CLEAR BELLIES—				
Oct. ...	.....	.....	15.40n	

THURSDAY, OCTOBER 7, 1937.

LARD—				
Oct. ... 10.80	10.80	10.55	10.55	
Nov. ... 10.55	10.60	10.42½	10.42½	
Dec. ... 10.55	10.60	10.42½	10.42½	
Jan. ... 10.37½	10.37½	10.22½	10.22½	
Mar. ... 10.12½	10.15	10.00	10.00ax	
May ... 10.00-9.95	10.10	9.92½	9.92½	

CLEAR BELLIES—				
Oct. ...	.....	.....	15.40n	

FRIDAY, OCTOBER 8, 1937.

LARD:				
Oct. ... 10.50	10.50	10.05	10.05ax	
Nov. ... 10.40	10.47½	9.92½	9.92½	
Dec. ... 10.17½	10.50	9.75	9.80ax	
Mar. ... 9.95-97½	9.90	9.67½	9.67½b	
May ... 9.95-90	9.95	9.65	9.67½b	

CLEAR BELLIES:				
Oct. ...	.....	.....	15.40ax	

Key: ax, asked; b, bid; n, nominal; —, split.

CASH PRICES

Based on actual carlot trading Thursday, October 7, 1937.

REGULAR HAMS.

	Green.	*S.P.
8-10	19	21
10-12	18½	20½
12-14	18	20½
14-16	18	20
16-18 range	18	....

BOILING HAMS.

	Green.	*S.P.
16-18	17½	19½
18-20	17½	19½
20-22	17½	19½
16-22 range	17½	....

SKINNED HAMS.

	Green.	*S.P.
10-12	19½	21½
12-14	18½	20½
14-16	18½	20
16-18	18	18½
18-20	16½	18
20-22	15½	15½
22-24	15½	15½
24-26	15	15½
26-30	15	15½
30 and up	15	15½

PICNICS.

	Green.	*S.P.
4-6	18½	19
6-8	16½	17½
8-10	14½	15
10-12	13½	14½
12-14	13½	14½
Short shank ½c over.		

BELLIES.

	(Square cut seedless.)	(S.P. ¼c under D.C.)	*D.C.
Green.			
6-8	23	24½	24½
8-10	23	24½	24½
10-12	23	24½	24½
12-14	23	24½	24½
14-16	21½	22½	22½
16-18	20½	21½	21½

*Quotations represent No. 1 new cure.

D. S. BELLIES.

	Clear.	Rib.
14-16	16½	....
16-18	16½	....
18-20	16½	....
20-25	16	16½
25-30	16	16½
30-35	16	16
35-40	16	16
40-50	15½	15½

D. S. FAT BACKS.

6-8	14½	14½
8-10	15	15
10-12	16½	16½
12-14	17½	17½
14-16	17½	17½
16-18	17½	17½
18-20	17½	17½
20-25	17½	17½

OTHER D. S. MEATS.

Extra Short Clears	35-45	16½n
Extra Short Ribs	35-45	16½n
Regular Plates, 6-8	15½	15½
Clear Plates	4-6	14
Jowl Butts	18½	18½
Green Square Jowls	16	16
Green Rough Jowls	13½	13½

LARD.

Prime Steam, cash	10.80n
Prime Steam, loose	11.00n
Neutral, in tierces	13.75n
Raw Leaf	11.75n

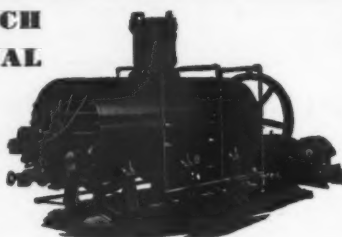
CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended Oct. 2, 1937, were as follows:

	Week Oct. 2.	Previous week.	Same week '36.
Cured Meats, lbs. 18,111,000	19,970,000	16,762,000	
Fresh Meats, lbs. 39,373,000	45,744,000	47,830,000	
Lard, lbs. 7,652,000	9,325,000	2,616,000	

THE FRENCH HORIZONTAL COOKER

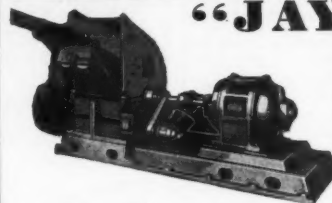
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Grinds meat scrap, fish scrap, tankage, cracklings, dried bone, fertilizer ingredients, etc., at a lower cost per ton than any other grinding equipment.

All Steel Construction. Practically indestructible. Delivers finely finished, uniform product in one continuous operation without use of cage mills, screens or elevators. Sizes: 12 h.p. to 100 h.p.

Handles to 12% grease—25% moisture. Capacities to four tons an hour.

Write for grinding facts, prices, terms, etc.

J. B. SEDBERRY, INC., Dept. 96, Franklin, Tenn.

BY-PRODUCTS MARKETS

Chicago, October 7, 1937.

Blood.

Domestic unground quoted \$3.45@3.50, Chicago basis. South American ground, \$3.40@3.50.

	Unit.
Unground	Ammonia.
	\$3.45@3.50

Digester Feed Tankage Materials.

Market quiet and steady. Second quality 6 to 10 ammonia nominal at \$3.25@3.50 plus 10c.

Unground, 10 to 12% ammonia	\$3.40@3.50 & 10c
Unground, 6 to 10%, choice quality	3.60@3.75 & 10c
Liquid stick	@2.70

Packhouse Feeds.

Demand continues good at quoted prices.

	Carlots.
	Per ton.
Digester tankage meat meal, 60%...	@52.50
Meat and bone scraps, 50%...	@50.00
Raw bone meal for feeding...	@45.00

Bone Meals (Fertilizer Grades).

Market steady, with prices quoted f. o. b. Chicago.

	Per ton.
Steam, ground, 3 & 50...	@24.00
Steam, ground, 2 & 20...	@23.50

Fertilizer Materials.

Fertilizer tankage market quiet and nominal. Prices firm in sympathy with surrounding markets.

High grd. tankage, ground,	@ 3.25 & 10c
100% 11% a.m.	
Bone tankage, ungrd., low gr.	@20.00
per ton.....	@ 3.40
Hoof meal	

Dry Rendered Tankage.

Market quiet, offerings light but no eagerness evident on the part of buyers.

Hard pressed and expeller unground	\$.62 1/2 @ .65
per unit protein.....	
Soft prod. pork, ac. grease & qual-	@45.00
ity, ton	
Soft prod. beef, ac. grease & qual-	@35.00
ity, ton	

Gelatin and Glue Stocks.

Market stronger on some products in car lots, with little disposition on part of producers to accumulate because of space requirements.

	Per ton.
Calf trimmings	@35.00
Pickled sheep trimmings.....	@35.00
Sinews, pizzles	@25.00
Cattle jaws, skulls and knuckles.....	@25.00
Hide trimmings	@20.00
Pig skin scraps and trim, per lb., l.c.l.	5% @ 6c

Horns, Bones and Hoofs.

Market quiet and prices nominal. Junk bones quoted delivered basis.

	Per ton.
Horns, according to grade.....	\$45.00@75.00
Cattle hoofs	@40.00
Junk bones	19.00@20.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Animal Hair.

Crude hair summer take-off quoted at \$50.00 per ton, c.a.f. Chicago.

Coil and field dried hog hair.....	2 1/2c @ 4 1/2c
Processed, black winter, per lb.....	7 1/2c @ 10c
Cattle switches, each*.....	2c @ 2 1/2c

*According to count.

TALLOWES AND GREASES

(Loose, basis Chicago.)

	Per lb.
Edible tallow	@ 7 1/2
Prime packers tallow.....	7 @ 7 1/2
No. 1 tallow, 10% f.f.a.....	@ 6
Special tallow	6 1/4 @ 6 1/2
Choice white grease.....	@ 8 1/2
A-White grease, 4% acid.....	@ 6 1/2
B-White grease, maximum 5% acid.....	@ 6 1/2
Yellow grease, 16-20 f.f.a.....	@ 5 1/2
Brown grease, 40 f.f.a.....	4 1/2 @ 5

ANIMAL OILS

(Basis Chicago.)

	Per lb.
Prime edible	14 1/2
Prime inedible	13 1/2
Headlight	13 1/2
Prime W. S.....	12 1/2
Extra W. S.....	12 1/2
Extra lard oil.....	12 1/2
Extra No. 1 lard oil.....	10 1/2
No. 1 lard oil.....	10 1/2
No. 2 lard oil.....	10
Acidless tallow oil.....	10 1/2
20° C. T. neatsfoot.....	16 1/2
Pure neatsfoot oil.....	13 1/2
Spec. neatsfoot oil.....	12 1/2
Extra neatsfoot oil.....	10 1/2
No. 1 neatsfoot oil.....	10 1/2

DANISH PORK FOR EXPORT

Danish hog slaughterings for export during the first six months of 1937 totaled 2,189,516 head as compared with 2,985,755 head in the corresponding period of 1936, an increase of 5 per cent, according to the assistant American trade commissioner at Copenhagen. For the entire year of 1936 hog slaughterings for export aggregated 4,307,787 head against 4,331,052 head in 1935.

Can you produce **2% FAT** meat scraps?

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TALLOW AND GREASES

WEEKLY MARKET REVIEW

TALLOW.—The tallow market at New York developed an easier trend during the past week in light trading. Extra sold at 7½c, f.o.b., a decline of ½c from the previous week, with estimates on turnover running from 300,000 to 500,000 lbs. Consumers were not very anxious for supplies and lowered their ideas somewhat from the last sales levels. Producers were not pressing offerings but apparently would have liked to move some tallow at prevailing price levels. This gave the market a somewhat unsteady undertone.

At New York, special was quoted at 6½c, f.o.b.; extra, 7½c, delivered, and edible, 7½c. In small lots edible was reported selling at 9½c@10c for cooking fat.

South American tallow was offered at 5c, c.i.f., but this was too high for New York. It was reported that Germany was buying South American edible on a basis of 5.20c at New York and extra on a basis of 4.90c, New York.

At Chicago, there was scattered activity in tallow during the week with more interest at lower prices. Edible tallow is offered at 7½c, production point, and two tanks fancy sold at 7½c, Chicago. Round lot outside prime packers tallow sold here at 7c, Kansas City, and some of large soapers will pay 7c, Cincinnati. Large producers asking 7½c for prime packers; bid of 7½c, Chicago, far better than ordinary prime. A round lot of off-color special sold at shade better than 6½c; bidding 6½c for special with packers asking 6½c. Tank of No. 1 tallow sold on October 5 at 6.05c, Chicago, and at 6½c, delivered Cincinnati; offered later at 6c, Chicago. Edible tallow was quoted on October 7 at 7½c; fancy, 7½c@7½c; prime packer, 7½c@7½c; special, 6½c@6½c, and No. 1, 6c.

Tallow futures market was very quiet during the week but steady and 10 to 15 points higher.

There was no London tallow auction this week. Argentine beef tallow at Liverpool, October-November shipment, was up 9d on the week at 225 6d while Australian good mixed, October-November shipment, was unchanged at 235 3d.

STEARINE.—Last business in oleo at New York was 9½c. The market was firmer, however, and subsequently quoted at 9½c@10c.

At Chicago, demand was moderate and the market steady. Oleo was quoted at 8½c@9c.

OLEO OILS.—Demand was moderate and the market without change at New York. Extra was quoted at 12½c@13½c; prime, 12½c@12½c, and lower grades, 11½c@12½c.

At Chicago, demand was moderate.

Extra was quoted at 12@12½c.

(See page 33 for later markets.)

LARD OIL.—The market was quiet and without particular change at New York. No. 1 was quoted at 10½c; No. 2, 10½c; extra, 12½c; extra No. 1, 11c; prime edible, 15c; inedible, 14c; and extra winter strained, 13c.

NEATSFOOT OIL.—Trade was routine at New York and the market unchanged. Cold test was quoted at 17½c; extra, 11½c; extra No. 1, 11c; pure, 12½c, and special, 13c.

GREASES.—A moderate volume of business and lower prices prevailed in the grease trade at New York. The last business in yellow and house was at 5½c, a decline of ¼c from the previous week. Offerings continued fairly liberal at lower levels and demand was quite moderate. Demand was influenced by an easier tone in tallow and reports of some letup in recent active demand for soaps. There were reports of lower grade tallow pressing on the market at low prices and weakness in commodities had some influence on producers. There do not appear to be extensive unsold supplies overhanging the market. How-

ever, there was no particularly constructive news during the week.

At New York, choice white grease was quoted at 8c nominal; A white, 6½c@7c; B white, 6½c@6½c and yellow and house, 5½c.

Grease market at Chicago was somewhat quiet but with a little more interest toward close of week. A tank choice white grease sold at 8½c, Chicago; 8½c bid on October 7. Last sale 15 acid 37 color yellow grease at 5½c and 5½c, Chicago, bid on October 7. Some offered at 5½c but not satisfactory to customer. Tank of brown grease bought at 5c, Cincinnati; last sale on brown (renderers' brown) at 4½c. Choice white grease was quoted on October 7 at 8½c; A white, 6½c; B white, 6½c; yellow, 10 to 15 f.f.a., 5½c, 16 to 20 f.f.a., 5½c, and brown, 4½c@5c.

EASTERN FERTILIZER MARKETS

(Special Cable to The National Provisioner.)

New York, October 6, 1937.

No sales of local tankage or blood have been reported as having been made

PACKINGHOUSE BY-PRODUCT YIELDS

Estimated yield and production of by-products from slaughter under federal inspection, August, 1937, with comparisons:

Class.	Average wt. per animal.		Per cent of live weight.		Production					
	Aug. 1, 1936 to July 31, 1937.	Aug., 1937.	Aug. 1, 1936 to July 31, 1937.	Aug., 1937.	Aug. 1, 1936 to July 31, 1937.	Aug. 5-yr. average 1932-1936.	Aug., 1936.	Aug., 1937.	Percent 1937 is of average.	
	Lbs.	Lbs.	Pct.	Pct.	M lbs.	M lbs.	M lbs.	M lbs.	Pct.	
Edible beef fat ¹	29.58	24.77	3.25	2.79	316,555	26,759	30,391	21,660	80.94	
Edible beef offal.....	35.61	35.70	3.92	4.02	380,890	27,287	34,987	31,217	114.40	
Cattle hides.....	61.18	68.73	6.73	6.61	658,847	51,449	60,182	51,661	100.41	
Edible calf fat ¹	1.45	1.44	0.76	0.70	9,251	859	707	774	117.45	
Edible calf offal.....	7.57	7.84	3.95	3.81	48,229	3,345	4,070	4,212	125.92	
Lard ²	25.02	22.28	11.35	9.87	878,519	83,103	64,362	35,778	42.45	
Edible hog offal.....	8.12	9.26	3.68	3.89	285,465	19,539	19,679	14,662	75.04	
Pork trimmings.....	15.88	18.06	7.19	7.59	557,751	43,575	42,099	28,596	65.62	
Inedible hog grease ²	2.22	2.49	1.01	1.05	78,493	7,572	5,883	3,958	52.27	
Sheep edible fat ¹	1.74	1.57	2.06	1.90	30,648	2,279	2,072	2,344	102.85	
Sheep edible offal.....	2.34	2.26	2.77	2.74	41,333	3,178	3,142	3,374	106.17	

¹Unrendered.

²Rendered.



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during the past week, but the production of these materials has been reduced due to the strike of kosher retail butcher shops.

Japanese sardine meal is slightly higher in price; spot sales having been made at \$46.00 per net ton, ex-vessel New York, and for October-November shipment from Japan; the present quotations are about \$47.00 per net ton, c.i.f. North Atlantic Coast ports.

Raw bone meal is offered at \$28.00 per net ton, c.i.f. Atlantic Coast ports, but buyers' views are under this price.

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniates.		
Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports.....	\$	@27.50
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York.....	nominal	
Blood, dried, 16% per unit.....	@	3.35
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory.....	3.50 @	10c
Fish meal, foreign, 11 1/4% ammonia, 10% B. P. L. c.i.f. spot.....	@	46.00
Oct.-Nov. shipment.....	@	47.00
Fish scrap, acidulated, 7% ammonia, 3% A.P.A. f.o.b. fish factories.....	2.90 &	50c
Soda nitrate, per net ton: bulk, Oct.-June.....	@	27.00
in 200-lb. bags, Oct.-June.....	@	28.30
in 100-lb. bags, Oct.-June.....	@	29.00
Tankage, ground, 10% ammonia, 15% B. P. L. bulk.....	3.25 &	10c
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk.....	3.20 &	10c
Phosphates.		
Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.....	\$	@25.00
Bone meal, raw, 4 1/4% and 50%, in bags, per ton, c.i.f.....	@	28.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fat.....	@	9.00
Dry Rendered Tankage.		
50% unground.....	@	72 1/4
60% unground.....	@	72 1/4

SOLVENT OIL EXTRACTION

More than 200 oil chemists and executives will participate in the fall meeting of the American Oil Chemists' Society at the LaSalle hotel, Chicago, on October 14 and 15. Lard, shortening and vegetable oil producers will be interested in the program, which includes inspection of one of the largest baking concerns in Chicago, as well as inspection of the laboratories and bakeries of the American Institute of Baking. One feature of the program will be a discussion on the solvent extraction of oils, which the chemists themselves term a "very hot" subject. Six speakers will present a symposium on this topic.

CANADIAN BRANDED BEEF

Beef branded in Canada during August, 1937, totaled 2,546,744 lbs. compared with 3,157,923 lbs. in the same month of 1936. For the eight months of 1937 the amount branded totaled 26,320,175 lbs. against 30,575,375 lbs. in 1936 period.

TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, OCTOBER 2, 1937.			
	High.	Low.	Close.
October.....			7.00 nom.
November.....			7.00 nom.
December.....			7.00@7.15
January.....			6.95@7.15
February.....			6.90@7.15
March.....			6.90@7.15
MONDAY, OCTOBER 4, 1937.			
October.....			7.00 nom.
November.....			7.00 nom.
December.....			7.00@7.15
January.....			6.90@7.10
February.....			6.90@7.10
March.....			6.90@7.10
TUESDAY, OCTOBER 5, 1937.			
October.....			7.00 nom.
November.....			7.00 nom.
December.....			7.00@7.15
January.....			6.90@7.10
February.....			7.00 nom.
March.....			6.90@7.10
WEDNESDAY, OCTOBER 6, 1937.			
October.....			7.00 nom.
November.....			7.00 nom.
December.....			7.00@7.10
January.....			6.90@7.10
February.....			6.90@6.99
March.....			6.90@7.10
THURSDAY, OCTOBER 7, 1937.			
October.....			7.00 nom.
November.....			7.00 nom.
December.....	7.00	7.00	6.85@7.00
January.....			6.80@7.00
February.....			6.80@7.00
March.....			6.80@7.05
FRIDAY, OCTOBER 8, 1937.			
October.....			@7.00
December.....			@6.85
March.....			@6.80

Watch Classified page for good men.

Refining Edible Oils

Up-to-date practices in refining edible oils and their manufacture into shortening and salad dressings have resulted in product of superior keeping quality, fine flavor, good color and desirable consistency.

This is due to improvement in neutralizing oils, resulting in more complete deodorization and better decolorizing and clarifying. Improved manufacturing equipment has been introduced and great strides have been made in packaging the product for maximum consumer acceptance.

These up-to-date methods, as well as some of the older practices still in use, are described in a series of articles which have appeared in THE NATIONAL PROVISIONER. Copies of these reprints are available at 50c. To secure them, send the following coupon with remittance:

THE NATIONAL PROVISIONER,
Old Colony Bldg., Chicago, Ill.

Please send copy of reprint on oil refining and manufacture.

Name

Street

City..... State.....

(Enclosed find 50c in stamps.)

New Trade Literature

Pump (NL 433).—Two-color folder—bulletin No. 5592—illustrating and describing new motor-driven pump to operate against heads up to 500 ft. In many applications unit is said to offer a less expensive alternative for multi-stage and split-cage pumps.—Fairbanks-Morse Co.

Packing (NL 401).—An interesting and informative pictorial catalogue of formed ring packing. Information included on how to pack high pressure steam valves, steam heating valves and other steam, air and water equipment in the meat plant.—Metalastic Mfg. Corp.

Steam Generator (NL 402).—New catalog describing type VU steam generator complete in sizes from 15,000 to 250,000 lbs. of steam per hour and for any steam pressure up to 1,000 lbs. per sq. in. Illustrated with exterior and cut-away views of unit.—Combustion Engineering Co.

Truck Refrigeration (NL 432).—Twelve-page booklet describing principles of operation and advantages of the refrigerator-fuel system for meat trucks. Illustrations show details of the system and packers' trucks refrigerated by this method.—McCord Radiator & Mfg. Co.

Flow Meter Engineering (NL 370).—A hand book covering every phase of flow meter engineering—principles, design, application and installation. Gives in time-saving, complete form information on general flow meter engineering, orifice design, steam flow measurement, liquid flow measurement and air and gas flow measurement. All theory illustrated with charts, photographs and sample problems.—Brown Instrument Co.

Temperature Gauge (NL 430).—Folders describing temperature-indicating instrument of new design with guaranteed accuracy of 1 per cent.—Weston Electrical Instrument Corp.

To obtain information on new trade literature mentioned in THE NATIONAL PROVISIONER, write:

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Street

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The National Provisioner

VEGETABLE OILS

WEEKLY MARKET REVIEW

BROAD volume of trading prevailed in the cottonseed oil futures market at New York during the past week. Prevailing low levels and spreading operations between cotton oil and other commodities, particularly cotton and lard, led to the growth of speculative interest in oil.

Values were under pressure during the week, like most other commodities unsettled by long liquidation, and some selling was inspired by weakness in securities markets. There was heavy selling of oil against purchases of cotton, as the May oil-cotton spread averaged about $\frac{3}{4}$ c per lb. This selling ran into persistent buying by commission and brokers' refiners who were lifting hedges off the oil futures market in volume instead of placing hedges on the market as is usual at this season.

This buying power in oil was brought about by excellent cash oil demand and by unfavorable weather for new crop movement in the Central and Eastern belts. There was also a tendency on part of farmers to hold back seed in some sections. Although these factors resulted in stubbornness toward declines, the market established new season's lows on the late months.

The market's trend, however, was not surprising as private cotton crop estimates range anywhere from 16,600,000 to 17,250,000 bales. This and outside weakness have influenced professional sentiment in oil adversely. The heavy lifting of hedges, however, has left cotton oil in a position where the market is speculatively short and can respond readily to any new strengthening factor.

September Consumption Large

Cotton oil around the 7c level appears to be in debatable ground. September distribution is believed to have been heavy, with estimates running from 350,000 to 400,000 bbls., against 252,000 bbls. in 1936. This extensive demand has continued thus far in October and is expected to hold at least through the present month. Lard stocks have been dwindling rapidly and with lard maintaining a premium of 330 points or more over oil, the shortening trade has benefited. Domestic oil distribution appears to have been increasing at expense of foreign cotton oil.

The season's supply of oil from new crop and carryover is huge, but there is some question as to the quality of the new seed and the percentage yield may not be as large as usual.

If the low price of cotton oil shuts out imports of 400,000 or 500,000 bbls., the large prospective crush of cotton oil may not prove as burdensome as was feared earlier. Recent action of refiners

has indicated that they are willing to buy new crop oil at current levels without hedging it to any extent. It has been contended, however, that buying of futures by refiners has been partly due to fact that futures have been relatively cheaper than crude oil.

COCOANUT OIL.—The market was nominally quoted at 5c at New York and on the Pacific coast at $\frac{1}{4}$ c. Scarcity of copra offerings, tight freight rates and lack of freight space made for nominal conditions.

CORN OIL.—Trade was quiet at New York and the market was more or less nominal at $\frac{1}{4}$ c. Trading was awaiting freer new crop offerings.

SOYA BEAN OIL.—Last sales were at 6c for shipment and the market was quoted at that level at New York.

PALM OIL.—Trade continued limited at New York but the market was firmer. Nigre for shipment was quoted at 4.1c; soft oils, 3.9c, and Sumatra at $\frac{3}{4}$ c with a possibility of shading the latter.

PALM KERNEL OIL.—The situation was dull and unchanged at New York. The market was quoted at 4.8c.

OLIVE OIL FOOTS.—Nearby foots were quiet at 10c at New York, but forward shipments were easier at 8c without attracting other than fair buying.

PEANUT OIL.—The market was dull and nominal at New York on a basis of 6%.

COTTONSEED OIL.—Valley and Southeast crude was quoted on October 6 at 6.00 bid and few sales; Texas 5.87 $\frac{1}{2}$ bid at common points, Dallas 6.00 nominal.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Oct. 7, 1937.—Cotton oil options were down about twenty five points for the week, with crude oil practically unchanged at 5 $\frac{1}{2}$ c, West, and 6c, Valley. This tightness in crude is due mainly to splendid demand for compound lard, with much slower movement of cottonseed than expected, this having reached a resistance point, with farmers in some states hauling back to their farms more seed than they usually do, instead of selling as ginned.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, October 7, 1937.—Forty-three per cent cottonseed cake and meal, Dallas basis, for interstate shipment, \$23.00. Prime cottonseed oil 5%.

Market transactions at New York:

Friday, October 1, 1937

	Sales.	Range		Closing	
		High.	Low.	Bid.	Asked.
Oct.	3	729	728	733	a 739
Nov.				735	a nom
Dec.	28	736	731	735	a 738
Jan.	31	740	734	740	a trad
Feb.				745	a nom
Mar.	57	746	739	746	a trad
April				750	a nom
May	28	753	745	753	a trad

Saturday, October 2, 1937

Oct.				737	a 750
Nov.				735	a nom
Dec.	14	736	733	733	a 736
Jan.	10	741	737	738	a 740
Feb.				740	a nom
Mar.	23	746	742	744	a trad
April				745	a nom
May	18	755	751	752	a trad

Monday, October 4, 1937

Oct.	2	733	733	734	a 745
Nov.				730	a nom
Dec.	27	736	728	731	a 734
Jan.	9	734	732	734	a 736
Feb.				735	a nom
Mar.	50	739	735	738	a trad
April				740	a nom
May	54	747	742	746	a trad

Tuesday, October 5, 1937

Oct.	17	740	730	730	a 738
Nov.				725	a nom
Dec.	27	728	723	723	a trad
Jan.	18	729	725	724	a 726
Feb.				725	a nom
Mar.	64	732	728	729	a trad
April				730	a nom
May	34	741	736	738	a 36tr

Wednesday, October 6, 1937

Oct.	5	733	727	733	a trad
Nov.				730	a nom
Dec.	39	723	716	723	a trad
Jan.	24	723	719	722	a trad
Feb.				723	a nom
Mar.	161	728	720	725	a trad
April				725	a nom
May	65	736	726	732	a trad

Friday, October 8, 1937

Oct.		740	729	740	a trad
Dec.		726	718	724	a trad
Jan.		726	715	726	a trad
May		738	726	735	a trad
Mar.		730	719	727	a

(See page 33 for later markets.)

HULL OIL MARKETS

Hull, England, October 6, 1937.—Refined oil, 21s. Egyptian crude cottonseed oil, 24s.

HIDES AND SKINS

WEEKLY MARKET REVIEW

Chicago

PACKER HIDES.—In the absence of further export business to Japan, the packer hide market was very quiet and dull this week. It has been intimated that more export business was under consideration, involving other descriptions besides light native cows, but nothing has developed so far.

The total export movement during the past several weeks of about 150,000 light native cows has helped to strengthen the statistical position of sellers, despite the accumulation of hides during the past two months, since the light native and branded cows make up the bulk of packers' accumulation of hides and this particular description was the slowest seller prior to the deadlock.

Total visible stocks of all hides and leathers declined from 15,143,000 at end of July to 14,791,000 on August 31st, or the lowest since June 1934, prior to the slaughter of drought cattle. When the remaining 141,000 drought cattle hides still in the hands of the Government, and about 846,000 hides tied up in Exchange warehouses for delivery against future contracts are deducted, total visible stocks are down to around the levels of 1927, the year in which prices moved up from around 13c in March to 24c during the latter part of the year.

On the other hand, shoe prices have not moved up during the past five years in line with other manufactured products involving considerable labor, and tanners have felt considerable pressure recently from large chain store buying, where low priced shoes are distributed on a keenly competitive basis and are bought accordingly. The tanner has sought relief from this close buying practice by endeavoring to secure cheaper raw materials, but the packer in turn is faced at present with the highest cattle prices in years.

Cattle receipts at the seven western markets for the first four days this week were 190,000 head, against 200,000 last week and 203,000 a year ago. The break in cattle prices this week helped to shut off receipts and packers are expecting lighter arrivals in the near future.

Hide futures declined 1½c during the week, with wide fluctuations in sympathy with other commodity markets, and at present bear very little relation even to tanners' recent ideas of value. Packers still quote their last sale prices, with tanners talking 1@1½c lower in a nominal way, although no definite bids are reported.

Total inspected cattle slaughter for September was 939,019 head, against 879,632 in August, and 1,071,452 for

September last year. Calf slaughter in September was 537,446 head against 538,372 head in August and 552,658 in September last year.

OUTSIDE SMALL PACKER HIDES.—Buying interest has been light this week in outside small packer all-weight hides, with market quoted nominally around 14½c, selected, del'd Chicago, for good lots of light ave. stock, down to 14c for mixed lots and possibly 14½c for choice lots of well-known take-off, brands ½c less. However, one outside packer reported a bid of 15¼c, f.o.b. nearby point, for 3,000 July-Aug.-Sept. take-off. Chicago take-off only nominal at 14½@15c.

PACIFIC COAST.—Packers holding August forward hides, and possibly a few Julys in northern section, with trading awaited to established market.

FOREIGN WET SALTED HIDES.—Light trade in South American market, with trend of market somewhat mixed but apparently easier on last sales. One lot of 1,250 Gualaguaychu steers sold early at 97 pesos, equal to 15¼c, c.i.f. New York, as against a similar sale at 99 pesos or 16¼c middle of last week. Another lot of 2,000 Uruguay frigorifico Nacional steers sold equal to 17¼c, or ¼c over last week. Later, 5,000 LaPlatas and 4,000 Anglos sold at 95 pesos or 15¼c.

COUNTRY HIDES.—Trading is almost at a standstill on country hides. Holders are not anxious sellers at the present levels, since the winter kill will not be moving for possibly a couple months yet and they cannot replace their holdings. Upper leather tanners are showing no active interest in the market and business is confined to occasional cars priced in line with buyers' ideas and usually of a distress nature. Dealers' ideas are usually not over 10½c, selected, del'd Chicago, for all-weights but they admit they cannot buy under 11¼@11½c. Heavy steers and cows talked around 10¼@11c nom., trimmed, for lots running mostly cows. Buff weights quoted around 11½@12c, trimmed, in a nominal way; tanners' ideas closer to inside figures. Trimmed extremes quoted generally 13½@14c nom.; an offering of a car at 13c, flat, f.o.b. shipping point, equal to 13¼c, selected, del'd Chicago, attracted no bids. Bulls quoted around 9@9½c nom. All-weight branded hides about 10¼@10½c flat, nom.

CALFSKINS.—Packers moved most of their July and Aug. calf production previous week at 23c for northern heavies, 22c for River point heavies, and 20½c for lights under 9½ lb.; southern sold at 18c and Milwaukee all-weights at 21c, selected, for both packers and cities. A few July-Aug. heavies still available, and packers still

have their Sept. production. Buying interest has been quiet this week.

Chicago city 8/10 lb. calfskins are offered at 18c and unsold; one collector moved 6,000 of the 10/15 lb. late this week at 17¼c, or ¼c decline from previous week; inquiries appear very slow. Outside cities, 8/15 lb., quoted around 17½@17¾c nom.; mixed cities and countries 15@16c; straight countries 13½@14c flat. Chicago city light calf and deacons last sold at \$1.25; offerings light, some quoting around \$1.15 nom.

KIPSKINS.—Packers have kept kipskins fairly well sold up and most of Sept. production sold previous week at 18c for northern natives and 17c for northern over-weights, southern a cent less, and branded kips 15½c.

Bids seem to be lacking on Chicago city kipskins and offerings at 16½c are unsold. Outside cities quoted around 16c nom.; mixed cities and countries 14½@15c; straight countries down to 13@13½c.

Packer regular slunks offered at \$1.00@1.05.

HORSEHIDES.—Market dull and sales apparently being made only where the hides are priced very cheaply, in line with buyers' ideas. Choice city renderers, with full manes and tails, quoted around \$4.50@4.75, selected, f.o.b. nearby points. Ordinary trimmed renderers \$4.25@4.50, del'd Chicago; mixed city and country lots \$3.80@4.00, Chicago.

SHEEPSKINS.—Dry pelts nominal at 20@21c per lb., del'd Chicago, although some quote up to 22c nom. Packer shearlings, usually quoted around \$1.20@1.25 for No. 1's, \$1.15 for No. 2's and 85c for No. 3's, some ranging 5c lower on the two latter grades, while up to \$1.35 reported recently on some No. 1's in one direction. Production very light and sales infrequent. Pickled skins continue dull and, while \$7.50@7.75 is usually asked by killers, no bids reported; no great effort being made to do business, since from past experience any lowering of asking price would undoubtedly be followed by lowering of buyers' ideas, without securing actual bids. Packer lamb pelts easy and quotations range \$1.75@1.85 per cwt. live lamb as top, some quoting down to \$1.65@1.75 per cwt. based on reports of recent confidential sales by outside packers.

New York

PACKER HIDES.—No activity expected in this market until trading opens up again in the western market. Both packers and tanners standing by for the moment, with packers still quoting basis 20c for native steers, 19½c for butt brands and 19c for Colorados, July-Aug. take-off, and bids lacking.

CALFSKINS.—While verification is lacking, some quiet sales of calfskins are thought to have taken place around last reported prices. Collectors' calf have been quoted nominally around \$1.20 for 4-5's, with 5-7's about \$1.55,

7-9's \$1.90@1.95, and 9-12's \$2.90. Last reported sales by packers were 5-7's at \$1.80, 7-9's at \$2.20, 9-12's at \$3.20.

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products were active and weak the latter part of week, with weakness in cotton oil, large cotton crop estimate offsetting good cash lard trade. Hogs were easy, top at Chicago being \$11.20.

Cottonseed Oil

Cotton oil was very active and weak at new season's lows on cotton crop estimate of 17,573,000 bales, which exceeded all estimates. Refiners and brokers were large buyers on scale downward, but selling came from all directions and oil was weak at the season's lows. Cash oil trade continues large; possible oil crush from crop, as presently estimated, is 4,200,000 to 4,400,000 bbls. Nothing was heard of crude oil after prices slumped today.

Quotations on bleachable cottonseed oil at close of market on Friday were: Oct. 7.06@7.13; Dec. 6.94 sale; Jan. 6.95 sale; Mar. 6.99 sale; May 7.04@7.05. Tone easy. Sales 537 lots.

Tallow

Tallow, extra 7½c lb. f.o.b.

Stearine

Stearine, 9¼@10c.

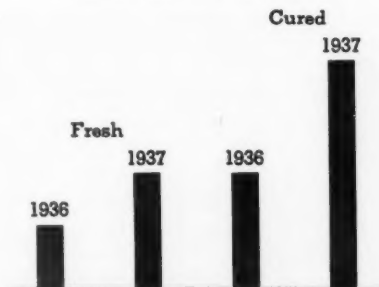
Friday's Lard Markets

New York, Oct. 8, 1937.—Prices are for export. Lard, prime Western, \$11.00 @11.10; middle Western \$11.00@11.10; city, 10½@10¾c; refined Continent 12c; South American, 12½c; Brazil kegs, 12½c; compound, 10½c in carlots.

Do you need a superintendent or foreman? Watch Classified page.

PORK IMPORTS DOUBLE

(First 8 mos., 1936 and 1937)



Imports of both fresh and cured pork the first 8 months this year were about double last year's receipts for same period. Fresh pork imports have amounted to 16,041,000 lbs., against 8,100,000 lbs. in 1936; cured pork imports, 32,492,000 lbs., against 16,104,000 lbs. in first 8 months of 1936.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, October 7, 1937.—General provision market steady but dull; owing to small arrivals; demand improving for A. C. hams and fair demand for pure lard.

Friday's prices were: Hams, American cut, 109s; hams, long cut, unquoted; Liverpool shoulders, square, unquoted; picnics, unquoted; short backs, unquoted; bellies, English, 84s; Wiltshires, unquoted; Cumberlands, 69s; Canadian Wiltshires, 91s; Canadian Cumberlands, 81s; spot lard, 65s 6d.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended Oct. 2, 1937, were 4,907,000 lbs.; previous week, 3,309,000 lbs.; same week last year, 3,901,000 lbs.; from January 1 to Oct. 2 this year, 186,690,000 lbs.; same period a year ago, 162,215,000 lbs.

Shipments of hides from Chicago for the week ended Oct. 2, 1937, were 4,242,000 lbs.; previous week, 3,945,000 lbs.; same week last year, 5,383,000 lbs.; from January 1 to Oct. 2 this year, 195,218,000 lbs.; same period a year ago, 162,455,000 lbs.

HANDLING SHEEPSKINS

(Continued from page 9.)

made from photographs taken in the new modern plant of the Elliott Wool Pullery, Ltd., Salt Lake City, Utah.

This plant was placed in operation about a year ago and is considered to be one of the finest of its kind in the country. R. C. Elliott, of R. C. Elliott & Co., dealers in hides, furs and skins, is president of the pullery. Geo. H. Elliott, of the Chicago firm of the same name, also dealers and brokers in hides and skins, is vice president.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to October 8, 1937: To the United Kingdom, 126,684 quarters; to the Continent, 13,492. Last week to United Kingdom, 75,363 quarters; to the Continent, 39,174.

MEAT AND LARD EXPORTS

Exports of bacon and lard through port of New York during week ended October 8, 1937 totaled 197,120 lbs. of lard and 35,860 lbs. of bacon.

N. Y. HIDE FUTURE MARKETS

Saturday, Oct. 2, 1937—Close: Dec. 14.92@14.95; Mar. 15.27@15.30; June 15.60@15.65; Sept. 15.92 nom.; sales 13 lots. Closing 1@4 higher.

Monday, Oct. 4, 1937—Close: Dec. 14.72@14.75; Mar. 15.08@15.10; June 15.40 bid; Sept. 15.71 nom.; sales 39 lots. Closing 19@21 lower.

Tuesday, Oct. 5, 1937—Close: Dec. 14.05 sale; Mar. 14.35@14.40; June 14.65@14.73; Sept. 14.96 nom.; sales 194 lots. Closing 7@11 lower.

Wednesday, Oct. 6, 1937—Close: Dec. 14.12 sale; Mar. 14.45@14.48; June 14.76 sale; Sept. 15.07 nom.; sales 161 lots. Closing 7@11 higher.

Thursday, Oct. 7, 1937—Close: Dec. 13.65@13.69; Mar. 14.01—14.02 sales; June 14.35@14.40; Sept. 14.66 nom.; sales 96 lots. Closing 41@47 lower.

Friday, Oct. 8, 1937—Close: Dec. 13.20@13.23; Mar. 13.52 sale; June 13.86@13.88 sale; Sept. (1938), 14.19 nom.; sales 189 lots. Closing 45 to 49 lower.

CHICAGO HIDE QUOTATIONS

Hide quotations at Chicago for week of Oct. 8, 1937, with comparisons:

PACKER HIDES.			
	Week ended Oct. 8.	Prev. week.	Cor. week, 1936.
Spr. nat.			
strs.	@19½n	@19½n 15	@15½n
Hvy. nat.			
strs.	@19½	@19½	@15ax
Hvy. Tex.			
strs.	@19½	@19½	@15
Hvy. butt brnd'd			
strs.	@19½	@19½	@15
Hvy. Col.			
strs.	@19	@19	@14½
Ex-light Tex.			
strs.	@16½ax	@16½ax	@11½
Brnd'd cows.	@16½ax	@16½ax	@11½
Hvy. nat. cows	@17½	@18½	@13
Lt. nat. cows	@17ax	@17ax	@11½
Nat. bulls	@13	@14ax	@10½ax
Brnd'd bulls	@12½	@13ax	@9½ax
Califskins	20½@23	20½@23	20 @21½
Kips, nat.	@18	@18	@16½
Kips, ov-wt.	@17	@17	@16½
Kips, brnd'd.	@15½	@15½	@13½
Slunks, reg.	1.00@1.05ax	1.00@1.10	@1.05
Slunks, hris.	.45 @50	.45 @50	40 @45

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts.	14 @15	14 @15	11 @11½
Branded	13½@14½	13½@14½	10½@11
Nat. bulls	@12	@12	9 @9½
Brnd'd bulls.	@11	@11	8 @8½
Califskins	17½@18	@18½	17 @17½
Kips	16 @16½n	16 @17n	14 @14½
Slunks, reg.	.85 @90n	95 @1.00n	85 @89n
Slunks, hris.	.35 @40n	35 @40n	25 @30n

COUNTRY HIDES.

Hvy. steers	10½@11	11½@11½	8 @8½
Hvy. cows	10½@11	11½@11½	8 @8½
Buff	11½@12	12 @12½	9 @9½
Extremes	13½@14	14 @14½	10 @10½
Bulls	9 @9½	9½@9½	6½@7
Califskins	13½@14	14 @14½	12½@13
Kips	13 @13½	13½@14	@11½
Light calf	.75 @90n	85 @1.00n	80 @95n
Deacons	.75 @90n	85 @1.00n	80 @95n
Slunks, reg.	.60 @75n	70 @80n	65 @75n
Slunks, hris.	.15 @20n	15 @25n	10 @15n
Horsehides	3.80@4.75	4.00@5.10	3.10@3.80

SHEEPSKINS

Pkr. lambs	1.20@1.35	1.20@1.35	@95
Sm. pkr. lambs	1.20@1.35	1.20@1.35	@95
Pkr. shearings	1.20@1.35	1.20@1.35	@95
Dry pelts	.20 @21n	23½@24½	18 @18½

Week Ending October 9, 1937

LIVE STOCK MARKETS

WEEKLY REVIEW

CANADA'S CATTLE IMPORTS

Low-duty quota on beef cattle weighing 700 lbs. or over under the Canada-United States trade treaty has been exhausted for the year. As a result this class of cattle from now on will pay a duty of 3c lb., instead of 2c lb. for the balance of the year. The new rate went into effect as of August 12. Of the total quota of 155,790 head Canada has shipped in 139,690 head, the balance of a little over 16,000 head coming from Mexico.

Canada is also shipping considerable numbers of live cattle to the United Kingdom, the July export totaling over 2,000 head, and it is expected that the export for the next two months will be well over that of the late spring and early summer months.

AMERICAN ROYAL SHOW

Premium lists of the 39th annual American Royal Live Stock Show at Kansas City on October 16 to 23 exceed \$35,000 in cash and trophies for pure bred and commercial beef cattle, swine, sheep and draft horses, and for mules and poultry. Last year entries were received from 24 states and livestock exhibitors have so far indicated a much greater interest on account of improved crop and feed conditions and a larger number of entries is already assured for this year.

Final plans are being completed for the program of the Junior Division, which includes the Future Farmers of America and the 4-H Boys and Girls Clubs—the two large national farm youth organizations—also state agricultural college students, vocational agriculture high school students, girl students of vocational high schools who live on farms, and boys' and girls' bands and drum corps.

The program includes exhibits of fat market calves, pigs and lambs which have been fed and cared for by 4-H Club members and by vocational students as part of their study projects; of interstate contests in the judging of livestock and meat identification by each of these two groups, as well as intercollegiate contests between college students; national public speaking contests by Future Farmers of America; the fifteenth Royal Conference of 4-H Club Boys and Girls, thirteenth National Congress of Vocational Agricultural High School Students, tenth annual National Convention of the Future Farmers of America, and the fifth annual gathering of the Future Homemakers.

SEPTEMBER KILL GREATER

Livestock slaughter under federal inspection during September showed increases over August. Compared with September a year ago slaughters of all classes of livestock were slightly less, except sheep and lambs. September slaughters with comparisons:

	Sept., 1937.	Aug., 1937.	Sept., 1936.
Cattle	939,019	879,632	1,071,452
Calves	537,446	538,372	552,658
Sheep and lambs.....	1,670,961	1,497,808	1,592,912
Hogs	2,082,557	1,589,570	2,403,342

ST. LOUIS HOGS IN SEPT.

Receipts, weights and range of top prices for hogs at National Stock Yards, Ill., for September, 1937, with comparisons, reported by H. L. Sparks & Co.:

	Sept., 1937.	Sept., 1936.
Receipts, head	141,064	180,560
Average weight, lbs.....	212	211
Top prices:		
Highest	\$12.75	\$11.70
Lowest	11.35	10.25
Average cost	11.77	10.27

CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., October 6, 1937—At 20 concentration points and 10 packing plants in Iowa and Minnesota, trade in hogs was slow during most of the week. Compared with last week's close current prices are unevenly 75¢ to 95¢ lower, mostly 85¢ to 90¢ down, with movement slow since the break. Current prices, good to choice 180 to 250 lb. hogs \$10.10@10.25 at plants, few to \$10.35 or slightly higher; 250 to 270 lb., 10.05@10.15; 270 to 290 lb., \$9.85@10.05; 290 to 350 lb., \$9.40@9.85; medium to good 160 to 180 lb., \$8.85@9.85; bulk good and light medium weight sows \$8.65@9.00; mostly \$8.80 up on best light weights, heavy kinds down to \$8.35 or less.

Receipts week ended October 6, 1937:

	This week.	Last week.
Friday, Oct. 1.....	14,200	12,000
Saturday, Oct. 2.....	15,600	13,500
Monday, Oct. 4.....	23,700	25,100
Tuesday, Oct. 5.....	14,700	12,100
Wednesday, Oct. 6.....	15,400	19,200
Thursday, Oct. 7.....	11,800	16,700

LIVESTOCK COST AND YIELD

Average cost, yield and weight of livestock slaughtered under federal inspection, August, 1937, with comparisons:

	Aug., 1937.	July, 1937.	Aug., 1936.
Average cost per 100 lbs.:			
Cattle	\$ 7.66	\$ 8.17	\$ 5.85
Calves	8.11	8.02	6.11
Swine	11.73	11.48	10.06
Sheep and lambs.....	9.34	9.60	8.29
Average yields, per ct.:			
Cattle	51.16	52.05	52.30
Calves	56.49	56.84	55.49
Swine	72.59	73.83	74.45
Sheep and lambs.....	46.85	47.69	46.75
Average live weight, lbs.:			
Cattle	888.08	893.71	918.45
Calves	205.74	189.66	198.28
Swine	237.85	245.54	241.06
Sheep and lambs.....	82.42	79.56	80.00



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Made whiter, cleaner, and smoother by Bemis Bleaching cloths, your beef attracts the eyes of retailers and consumers. Sales are easier at better prices.

Ask for a sample of our specially processed material—double-hemmed to prevent raveling. It's highly absorbent and unusually durable.

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THE SALE'S IN THE BAG IF IT'S A BEMIS BAG

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended October 2, 1937.

CATTLE.

	Week ended Oct. 2.	Prev. week.	Cor. week. 1936.
Chicago	32,877	31,819	35,448
Kansas City	30,808	35,474	27,451
Omaha	19,134	25,151	27,770
East St. Louis	12,260	14,280	24,389
St. Joseph	6,886	7,121	5,267
Sioux City	10,139	8,535	15,223
Wichita	4,078	4,718	3,599
Fort Worth	.....	9,294	6,721
Philadelphia	1,979	1,906	1,618
Indianapolis	2,498	2,514	2,349
New York & Jersey City	5,796	5,185	5,204
Oklahoma City	10,108	6,720	12,637
Cincinnati	3,950	5,721	5,533
Denver	6,884	5,533	5,527
St. Paul	17,880	16,985	17,954
Milwaukee	4,682	4,380	4,222
Total	170,339	189,332	204,932

*Cattle and calves.

HOGS.

Chicago	57,562	57,975	57,141
Kansas City	21,908	17,817	22,990
Omaha	20,397	18,876	18,245
East St. Louis	34,341	34,264	37,909
St. Joseph	18,560	10,196	12,767
Sioux City	12,729	10,755	11,878
Wichita	4,714	4,417	4,566
Fort Worth	.....	6,266	2,946
Philadelphia	14,913	18,355	14,176
Indianapolis	5,428	5,435	11,804
New York & Jersey City	40,701	41,650	49,528
Oklahoma City	7,160	6,850	6,922
Cincinnati	11,494	9,372	14,455
Denver	4,492	4,183	4,965
St. Paul	31,030	24,065	46,487
Milwaukee	1,347	9,576	11,358
Total	291,776	280,032	327,637

SHEEP.

Chicago	52,624	63,950	56,391
Kansas City	32,807	21,883	27,776
Omaha	24,025	28,126	29,308
East St. Louis	7,850	18,414	8,823
St. Joseph	18,965	15,934	14,190
Sioux City	7,376	8,629	11,429
Wichita	1,487	1,767	1,011
Fort Worth	.....	6,548	3,518
Philadelphia	6,069	6,721	3,197
Indianapolis	2,245	5,277	2,408
New York & Jersey City	48,423	70,618	58,701
Oklahoma City	1,247	1,379	808
Cincinnati	5,740	10,438	5,545
Denver	16,445	15,114	10,017
St. Paul	18,338	22,432	32,479
Milwaukee	1,871	1,856	2,986
Total	240,712	299,086	268,362

CANADIAN LIVESTOCK PRICES

BUTCHER STEERS.

Up to 1,050 lbs.

	Week ended Sept. 30.	Last week.	Same week. 1936.
Top Prices	\$ 9.25	\$10.00	\$ 6.20
Toronto	9.25	9.00	6.55
Montreal	9.00	9.00	6.55
Winnipeg	8.50	9.50	5.50
Calgary	6.00	6.75	4.25
Edmonton	6.00	6.50	4.25
Prince Albert	6.00	6.25	3.00
Moose Jaw	7.50	6.00	4.00
Saskatoon	5.50	5.50	3.75

VEAL CALVES.

Toronto	\$11.00	\$11.00	\$ 9.00
Montreal	10.00	9.00	8.00
Winnipeg	7.00	7.00	5.50
Calgary	6.00	6.00	3.50
Edmonton	6.00	6.00	4.00
Prince Albert	4.75	5.50	3.50
Moose Jaw	5.50	5.50	4.75
Saskatoon	5.50	5.50	4.10

BACON HOGS.

Toronto	\$10.35	\$11.00	\$ 8.15
Montreal (1)	10.25	10.50	8.60
Winnipeg (1)	9.40	9.65	7.75
Calgary	9.50	9.60	7.50
Edmonton	9.40	9.40	7.50
Prince Albert	8.75	9.40	7.50
Moose Jaw	9.10	9.50	7.50
Saskatoon	8.85	9.40	7.55

(1) Montreal and Winnipeg hogs sold on a "fed and watered" basis. All others "off trucks."

GOOD LAMBS.

Toronto	\$ 8.75	\$ 9.00	\$ 8.25
Montreal	8.75	8.75	7.25
Winnipeg	7.10	7.25	6.25
Calgary	6.75	6.50	5.50
Edmonton	6.50	6.25	5.75
Prince Albert	6.50	6.50	5.50
Moose Jaw	6.50	6.50	5.85
Saskatoon	6.25	6.25	5.50

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, October 7, 1937, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded). CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

Lt. wt., 140-180 lbs.,					
Good-choice	\$ 9.90@10.90	\$10.50@11.00	\$ 9.60@10.25	\$ 9.60@10.50	\$10.00@10.40
Medium	9.40@10.40	9.90@10.75	9.10@10.00	9.25@10.10	9.85@10.25

Lt. Wt., 190-250 lbs.,					
Good-choice	10.40@11.10	10.75@11.00	10.00@10.50	10.10@10.60	10.25@10.45
Medium	9.90@10.75	10.15@10.75	9.60@10.25	9.85@10.40	10.15@10.35

Lt. wt., 180-200 lbs.,					
Good-choice	10.75@11.20	10.85@11.00	10.25@10.75	10.40@10.65	10.35@10.45
Medium	10.35@10.85	10.15@10.80	9.85@10.60	10.20@10.45	10.25@10.35

Med. wt.,					
200-220 lbs., gd-ch.	10.85@11.20	10.85@11.00	10.60@10.75	10.45@10.65	10.35@10.45
220-250 lbs., gd-ch.	10.85@11.20	10.75@11.00	10.55@10.75	10.45@10.65	10.35@10.40

Hvy. wt.,					
250-290 lbs., gd-ch.	10.35@11.05	10.60@10.90	10.20@10.65	10.40@10.60	10.00@10.40
290-350 lbs., gd-ch.	10.00@10.65	10.50@10.75	9.85@10.25	10.15@10.55	9.60@10.10

PACKING SOWS:

275-350 lbs., good	9.75@10.00	9.60@ 9.85	9.10@ 9.35	9.25@ 9.50	9.10@ 9.30
350-425 lbs., good	9.50@ 9.75	9.40@ 9.75	9.00@ 9.25	9.10@ 9.35	8.90@ 9.10
425-550 lbs., good	9.25@ 9.50	9.25@ 9.60	8.75@ 9.10	8.75@ 9.25	8.80@ 9.00
275-550 lbs., medium	8.75@ 9.75	8.50@ 9.60	8.50@ 9.00	8.25@ 9.25	8.75@ 9.15

SLAUGHTER PIGS, 100-140 lbs.:

Good-choice	9.00@10.60	9.75@10.65	.....	8.85@ 9.85	10.00@10.50
Medium	8.50@ 9.90	9.25@10.40	.....	8.25@ 9.60	.....

Slaughter Cattle, Calves and Vealers:

STEERS, 550-900 lbs.,					
Choice	13.50@17.00	12.50@16.25	12.00@16.75	12.25@15.75	13.00@16.50
Good	9.75@15.50	10.00@15.00	9.75@14.75	9.75@14.50	9.50@14.00
Medium	7.75@10.00	8.25@10.50	7.75@10.00	7.00@10.25	7.25@ 9.75
Common (plain)	6.00@ 8.25	6.50@ 8.25	5.50@ 8.00	5.75@ 7.25	5.50@ 7.75

STEERS, 900-1100 lbs.,

Prime	17.00@18.50	.....	.....	.....	.....
Choice	15.50@18.00	15.00@16.75	14.75@17.50	.....	14.00@17.25
Good	10.00@17.00	10.50@15.50	10.00@15.25	10.25@15.00	9.75@15.00
Medium	8.25@12.00	8.25@11.50	8.00@11.00	7.25@11.00	7.75@11.25
Common (plain)	6.75@ 8.50	6.75@ 8.50	6.00@ 8.50	6.00@ 8.00	6.25@ 8.00

STEERS, 1100-1300 lbs.,

Prime	18.00@19.00	.....	.....	.....	.....
Choice	17.00@18.50	15.50@17.00	15.25@17.75	.....	15.00@17.50
Good	12.00@17.50	11.50@15.75	11.00@15.50	11.00@15.50	11.25@15.50
Medium	8.50@12.50	8.50@12.00	8.50@11.75	8.00@11.75	8.00@11.75

STEERS, 1300-1500 lbs.,

Prime	18.50@19.00	.....	.....	.....	.....
Choice	17.50@18.50	16.75@17.00	15.25@17.75	.....	15.25@17.50
Good	12.50@17.50	12.00@15.75	11.75@15.75	.....	11.75@15.50

HEIFERS, 550-750 lbs.,

Choice	14.00@15.00	12.00@14.25	11.50@14.00	11.00@14.00	12.00@14.00
Good	10.50@14.00	9.50@12.00	9.00@11.50	8.25@12.00	9.00@12.00
Common (plain), medium	5.50@10.50	5.50@ 9.50	4.75@ 9.50	4.75@ 8.75	4.75@ 9.25

HEIFERS, 750-900 lbs.,

Good-choice	9.50@16.00	.....	9.50@14.50	8.75@14.25	9.25@14.50
Common (plain), medium	5.75@10.25	.....	5.00@ 9.50	4.75@ 8.75	5.00@ 9.50

COWS:

Choice	8.50@10.00	.....	8.50@10.00	.....	.....
Good	6.50@ 8.50	6.25@ 8.75	6.00@ 8.50	6.00@ 8.25	6.35@ 8.00
Common (plain), medium	5.00@ 6.50	5.00@ 6.25	4.50@ 6.50	4.75@ 6.75	4.85@ 6.35
Low cutter-cutter	3.75@ 5.00	3.50@ 5.00	3.50@ 4.50	3.50@ 4.75	3.00@ 4.50

BULLS (Yearlings excluded):

Good (beef)	6.25@ 8.00	6.50@ 7.50	6.25@ 7.25	6.00@ 6.75	6.00@ 7.25
Cutter, com. (plain), med.	4.75@ 6.50	4.75@ 6.50	4.75@ 6.25	4.25@ 6.00	4.25@ 4.65

VEALERS:

Good-choice	10.00@11.50	9.25@10.50	8.50@10.00	8.00@10.50	8.50@10.50
Medium	8.50@10.00	7.75@ 9.25	7.00@ 8.50	6.00@ 8.00	7.00@ 8.50
Cull-common (plain)	6.00@ 8.50	4.50@ 7.75	4.50@ 7.00	5.00@ 6.00	4.50@ 7.50

CALVES, 250-500 lbs.,

Good-choice	8.00@12.50	8.00@12.00	7.00@10.50	6.25@10.00	7.00@10.50
Common (plain), medium	5.00@ 8.00	4.50@ 8.00	4.50@ 7.00	4.00@ 6.25	5.00@ 7.00

Slaughter Lambs and Sheep:

SPRING LAMBS:					
Choice	10.25@10.50	9.75@10.50	9.75@10.25	9.50@10.25	9.75@10.00
Good	9.50@10.25	9.25@ 9.75	9.25@ 9.75	8.75@ 9.50	9.25@ 9.75
Medium	8.40@ 9.50	8.00@ 9.25	8.50@ 9.25	7.75@ 8.75	8.25@ 9.25
Common (plain)	7.25@ 8.40	7.00@ 8.00	7.50@ 8.50	6.50@ 7.75	7.00@ 8.25

Yearlings wethers (shorn):

Good-choice	4.00@ 4.75	3.25@ 4.25	3.50@ 4.50	3.60@ 4.60	4.00@ 5.00
Medium	3.00@ 4.00	2.00@ 3.25	2.00@ 3.50	2.50@ 3.60	2.50@ 4.00

NEW YORK LIVESTOCK

Receipts week ended October 2, 1937:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	5,062	12,306	5,033	23,207
Central Union	1,208	824	.....	9,926
New York	82	3,040	16,337	2,135
Total	6,352	16,170	21,370	35,268
Last week	7,290	20,671	23,882	62,239
Two weeks ago	5,707	16,698	22,322	66,223

PACIFIC COAST LIVESTOCK

Receipts five days ended Oct. 2:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	7,680	4,154	2,551	2,070
San Francisco	1,175	65	5,020	3,133
Portland	3,350	.....	4,275	4,623
DIRECTS—Los Angeles: Cattle, 70 cars; calves, 9 cars; hogs, 32 cars; sheep, 80 cars. San Francisco: Cattle, 425 head; calves, 155 head; hogs, 1,645 head; sheep, 4,065 head. Portland: Hogs, 817 head.				

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, October 2, 1937, as reported to The National Provisioner:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,961	3,242	10,170
Swift & Co.	3,457	2,637	7,813
Morris & Co.	1,900	.....	23,740
Wilson & Co.	4,841	3,486	5,757
Anglo-Amer. Prov. Co.	288	.....	.....
G. H. Hammond Co.	2,232	.....	.....
Shippers	18,068	9,552	4,602
Others	12,732	14,662	12,871
Brennan Packing Co., 1,846 hogs; Western Packing Co., Inc., 1,938 hogs; Agar Packing Co., 3,768 hogs.			
Total	48,477 cattle; 6,784 calves; 41,131 hogs; 41,213 sheep.		
Not including 2,468 cattle, 383 calves, 18,633 hogs and 16,013 sheep bought direct.			

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,932	1,929	2,861	7,729
Cudahy Pkg. Co.	2,901	1,656	1,449	7,461
Swift & Co.	3,346	1,541	2,056	7,349
Wilson & Co.	3,361	1,177	1,612	4,795
Indep. Pkg. Co.	.....	.....	362	.....
M. Kornblum Pkg. Co., 1,089	.....	.....	.....	.....
Others	9,237	639	1,574	5,473
Total	23,866	6,942	9,914	32,807
Not including 14,140 hogs bought direct.				

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	4,482	2,355	3,873
Cudahy Pkg. Co.	5,248	3,676	6,077
Dold Pkg. Co.	1,319	2,236	.....
Morris & Co.	2,636	3,329	1,310
Swift & Co.	4,409	2,915	5,389
Others	.....	8,054	26,676
Eagle Pkg. Co., 18 cattle; Greater Omaha Pkg. Co., 206 cattle; Lewis Pkg. Co., 714 cattle; Omaha Pkg. Co., 177 cattle; John Roth Pkg. Co., 250 cattle; So. Omaha Pkg. Co., 116 cattle; Nebraska Beef Co., 59 cattle; Lincoln Pkg. Co., 601 cattle; Wilson & Co., 392 cattle.			
Total	20,629 cattle and calves; 22,545 hogs; 43,325 sheep.		
Not including 3,604 hogs and 6,933 sheep bought direct.			

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,627	2,156	3,684	3,383
Swift & Co.	2,789	2,600	3,411	2,108
Morris & Co.	1,177	236	521	.....
Hunter Pkg. Co.	1,476	563	2,315	58
Hell Pkg. Co.	.....	.....	1,209	.....
Krey Pkg. Co.	.....	.....	491	.....
Laclede Pkg. Co.	.....	.....	441	.....
Shippers	11,030	7,311	13,369	4,724
Others	6,191	2,081	10,864	2,301
Total	24,290	14,937	36,305	12,574
Not including 2,414 cattle, 4,417 calves, 19,408 hogs and 1,570 sheep bought direct.				

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,061	866	6,883	7,210
Armour and Co.	2,374	920	5,715	3,917
Others	2,097	63	1,054	1,222
Total	6,532	1,849	13,652	12,349
Not including 1,205 hogs and 2,838 sheep bought direct.				

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,878	363	4,570	2,551
Armour and Co.	3,232	270	4,630	2,175
Swift & Co.	2,575	318	2,781	2,577
Shippers	4,051	195	2,338	1,926
Others	47	26	45	1
Total	13,193	1,170	14,364	9,232

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,074	1,692	3,290	578
Wilson & Co.	3,510	2,053	3,231	669
Others	346	21	630	.....
Total	6,942	3,766	7,160	1,247
Not including 12 cattle bought direct.				

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	5,007	2,945	9,166	6,125
Cudahy Pkg. Co.	1,791	1,461	.....	388
M. Rifkin & Son.	426	39	.....	.....
Swift & Co.	7,971	4,597	11,820	12,045
United Pkg. Co.	2,665	334	.....	.....
J. T. McMillan Co.	.....	.....	.....	.....
Others	2,042	748	1,655	1,062
Total	19,906	10,124	22,641	19,600
Not including 140 cattle, 350 calves and 3,343 hogs bought direct.				

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,502	156	1,449	29,514
Armour and Co.	1,130	268	1,645	21,341
Cudahy Pkg. Co.	1,218	215	662	3,076
Others	1,988	452	546	729
Total	5,837	1,091	4,302	54,660

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,742	828	1,831	500
Dold Pkg. Co.	813	164	1,230	12
Wichita D. B. Co.	16	.....	.....	.....
Dunn-Ostertag	111	.....	.....	.....
Fred W. Dold	184	.....	.....	.....
Sunflower Pkg. Co.	64	.....	103	.....
Pioneer Cattle Co.	39	.....	.....	.....
Keefe Pkg. Co.	167	.....	.....	.....
Total	3,086	992	3,430	512
Not including 1,284 hogs and 975 sheep bought direct.				

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,270	3,688	11,350	1,549
Omaha Pkg. Co., Chi.	627	.....	.....	1,388
Armour and Co., Mil.	1,129	1,798	.....	.....
Armour and Co., Chi.	20	.....	.....	.....
N. Y. Butchers	20	.....	.....	.....
Michels Packing Co.	46	.....	.....	.....
Shippers	757	10	31	376
Others	982	1,074	8	208
Total	5,805	6,616	11,389	3,521

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,780	780	3,577	2,178
Armour and Co.	909	518	1,530	.....
Hilgemeier Bros.	7	.....	709	.....
Stumpf Bros.	68	11	217	.....
Meier Pkg. Co.	.....	.....	.....	.....
Maass Hartman Co.	51	28	.....	.....
Wabnitz and Deters.	69	63	261	56
Stark & Wetsel.	102	23	284	.....
Shippers	2,325	837	17,710	6,951
Others	1,515	290	182	459
Total	6,835	2,550	24,591	9,644

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Son.	27	.....	362	.....
E. Kahn's Sons.	1,016	111	6,129	2,710
Lohrey Pkg. Co.	4	.....	286	.....
H. H. Meyer Pkg. Co.	22	.....	2,239	.....
J. Schlachter's Son.	120	163	.....	79
J. & F. Schroth & Co.	41	.....	2,005	.....
J. P. Stegner & Co.	330	227	.....	43
Shippers	497	65	3,580	617
Others	2,312	1,162	609	558
Total	4,331	1,750	14,848	4,369
Not including 144 cattle, 60 calves and 1,564 sheep bought direct.				

RECAPITULATION.

CATTLE.

	Week ended Oct. 2.	Prev. week.	Cor. week.
Chicago	48,477	43,807	52,142
Kansas City	23,866	27,411	20,753
Omaha*	20,629	23,202	28,381
East St. Louis.	24,290	27,692	19,228
St. Joseph	6,532	6,894	7,067
Sioux City	13,193	12,451	16,287
Oklahoma City	6,942	6,720	7,139
Wichita	3,086	3,341	2,738
Denver	5,837	4,427	4,464
St. Paul	19,906	18,180	20,349
Milwaukee	4,682	5,901	4,461
Indianapolis	6,835	7,810	7,192
Cincinnati	4,331	5,941	4,036
Ft. Worth	.....	9,294	6,721
Total	188,006	203,071	200,948

*Cattle and calves.

HOGS.

	Week ended Oct. 2.	Prev. week.	Cor. week.
Chicago	41,131	39,011	43,350
Kansas City	9,914	8,502	12,244
Omaha	22,565	22,375	27,117
East St. Louis.	36,305	28,352	42,907
St. Joseph	13,652	9,755	16,066
Sioux City	14,364	13,951	17,567
Oklahoma City	7,160	6,850	6,095
Wichita	3,430	3,256	3,747
Denver	4,302	4,183	4,983
St. Paul	22,641	20,180	45,549
Milwaukee	11,389	9,596	11,740
Indianapolis	24,591	29,790	35,087
Cincinnati	14,848	12,588	18,667
Ft. Worth	.....	6,266	2,946
Total	226,292	214,655	288,095

SHEEP.

	Week ended Oct. 2.	Prev. week.	Cor. week.
Chicago	41,213	41,354	39,982
Kansas City	32,807	21,883	27,776
Omaha	43,325	22,990	15,347
East St. Louis.	12,574	23,847	9,183
St. Joseph	12,349	14,571	14,937
Sioux City	9,232	9,750	12,082
Oklahoma City	1,247	1,379	803
Wichita	512	1,215	753
Denver	54,660	15,114	92,620

St. Paul	19,600	24,466	33,326
Milwaukee	3,521	4,483	8,062
Indianapolis	9,644	12,962	7,288
Cincinnati	4,369	6,643	5,307
Ft. Worth	.....	6,548	3,518
Total	245,053	207,225	260,560

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Sept. 27	26,205	4,127	15,195	11,966
Tues., Sept. 28	7,062	1,971	12,801	12,347
Wed., Sept. 29	8,268	1,526	12,509	6,817
Thurs., Sept. 30	5,447	1,021	9,914	10,518
Fri., Oct. 1	1,708	317	6,612	5,690
Sat., Oct. 2	1,000	160	5,000	12,000
Total this week	49,680	9,062	60,031	59,290
Previous week	49,465	7,824	54,065	71,407
Year ago	51,559	10,273	55,964	69,467
Two years ago	45,732	6,858	44,988	52,490

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Sept. 27	3,978	215	2,650	588
Tues., Sept. 28	3,741	503	1,338	3,265
Wed., Sept. 29	3,768	220	1,811	1,938
Thurs., Sept. 30	3,592	574	1,024	1,029
Fri., Oct. 1	2,378	110	1,639	70
Sat., Oct. 2	100	.....	200	.....
Total this week	17,557	1,622	8,662	7,426
Previous week	14,841	817	8,532	9,621
Year ago	17,987	1,857	9,188	9,118
Two years ago	16,506	1,128	5,271	8,612

SEPTEMBER AND YEAR RECEIPTS.

Receipts thus far this month and 1937 to date with comparisons:

	1937.	1936.	1937.	1936.
Cattle	2,708	5,959	1,448,431	1,614,597
Calves	417	1,791	297,059	309,988
Hogs	9,612	17,591	2,702,924	2,720,864
Sheep	17,690	20,150	1,917,141	1,826,677

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	1937.	1936.	1937.	1936.
Week ended Oct. 2	\$13.90	\$11.40	\$4.25	\$10.40
Previous week	13.65	11.60	4.00	10.75
1936 week	9.35	9.55	3.00	9.00
1935	10.40	10.80	3.25	8.75
1934	7.90	5.95	1.75	6.00
1933	5.60	4.75	2.25	6.55
1932	7.25	3.75	1.65	4.85
Ave. 1932-1936	\$8.10	\$6.85	\$2.40	\$7.05

SUPPLIES FOR CHICAGO PACKERS.

	Cattle.	Hogs.	Sheep.
Week ended Oct. 2.....	32,133	51,369	51,854
Previous week.....	35,246	45,857	61,957
1936.....	34,110	46,624	57,754
1935.....	27,460	39,845	51,104
1934.....	34,032	82,915	31,366
1933.....	32,100	72,400	67,400

RECEIPTS AT CHIEF CENTERS

Week ended Oct. 2, 1937:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Oct. 2.....	297,000	288,000	363,000
Previous week.....	331,000	267,000	426,000
1936.....	300,000	356,000	605,000
1935.....	300,000	219,000	525,000
1934.....	344,000	395,000	718,000

At 11 markets:	Hogs.
Week ended Oct. 2.....	214,000
Previous week.....	212,000
1936.....	281,000
1935.....	177,000
1934.....	324,000
1933.....	306,000
1932.....	367,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Oct. 2.....	219,000	186,000	219,000
Previous week.....	242,000	167,000	265,000
1936.....	216,000	224,000	280,000
1935.....	205,000	143,000	265,000
1934.....	263,000	281,000	575,000
1933.....	225,000	254,000	320,000
1932.....	192,000	302,000	365,000

U. S. INSPECTED HOG KILL

At 8 points for the week ended October 1, 1937:

	Week ended Oct. 1.	Prev. week.	Cor. week.
Chicago.....	57,562	57,975	57,141
Kansas City, Kansas.....	21,908	17,817	22,660
Omaha.....	20,397	17,463	18,245
St. Louis & East St. Louis.....	34,341	34,264	37,809
Sioux City.....	12,729	10,272	11,678
St. Joseph.....	13,560	9,862	11,924
St. Paul.....	31,030	24,065	46,487
N. Y., Newark and J. C.....	40,701	41,050	42,258
Total.....	232,228	213,368	254,302

CANADA LIVESTOCK TO U. S.

Canadian cattle exports to the United States for the first eight months of 1937 totaled 169,357 head, compared to 178,888 head for the same period of 1936. Calf exports, on the other hand, were 81,900 head, compared to only 49,900 a year ago. Canada shipped 66,000 hogs to the United States in the 8 months, against 35,000 a year ago.

SEPT. BUFFALO LIVESTOCK

Movement at Buffalo, N. Y., for September, 1937:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts.....	16,915	22,168	12,976	42,544
Shipments.....	7,597	15,957	8,967	25,990
Local slaughters.....	9,221	6,162	3,512	16,928

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS.

	NEW YORK.	PHILA.	BOSTON.
STEERS, carcasses			
Week ending Oct. 2, 1937.....	8,870	2,446	2,340
Week previous.....	7,387½	2,953	2,342
Same week year ago.....	8,942½	2,782	2,763
COWS, carcasses			
Week ending Oct. 2, 1937.....	3,482	1,859	3,230
Week previous.....	2,492	1,704	3,247
Same week year ago.....	2,116	2,048	1,794
BULLS, carcasses			
Week ending Oct. 2, 1937.....	373½	678	31
Week previous.....	390	590	33
Same week year ago.....	249	667	11
VEAL, carcasses			
Week ending Oct. 2, 1937.....	9,697	2,128	1,000
Week previous.....	10,693	2,034	728
Same week year ago.....	13,621	1,893	661
LAMB, carcasses			
Week ending Oct. 2, 1937.....	49,459	17,356	15,742
Week previous.....	43,030	15,848	18,027
Same week year ago.....	43,482	13,687	19,634
MUTTON, carcasses			
Week ending Oct. 2, 1937.....	3,468	410	1,222
Week previous.....	2,026	561	591
Same week year ago.....	3,370	389	831
PORK CUTS, lbs.			
Week ending Oct. 2, 1937.....	1,567,440	406,371	155,126
Week previous.....	1,295,014	351,271	170,804
Same week year ago.....	1,948,682	495,562	162,414
BEEF CUTS, lbs.			
Week ending Oct. 2, 1937.....	425,026	.....	.....
Week previous.....	383,619	.....	.....
Same week year ago.....	353,697	.....	.....

LOCAL SLAUGHTERS.

CATTLE, head	Week ending Oct. 2, 1937.....	5,796	1,979
	Week previous.....	9,183	1,906
	Same week year ago.....	8,204	1,618
CALVES, head	Week ending Oct. 2, 1937.....	12,905	3,026
	Week previous.....	20,352	2,952
	Same week year ago.....	17,078	2,121
HOGS, head	Week ending Oct. 2, 1937.....	39,950	14,913
	Week previous.....	41,408	18,355
	Same week year ago.....	49,528	14,176
SHEEP, head	Week ending Oct. 2, 1937.....	48,423	6,069
	Week previous.....	70,618	6,721
	Same week year ago.....	58,701	3,197

STOCKYARDS RECOGNIZED

Seven stockyards were posted during July and August as coming within the jurisdiction of the packers' and stockyards' act. These were: Wisconsin Dairy Cattle Market, Janesville, Wis.; A. J. Campbell Sales Yards, Evans, Colo.; Sunset Sales Yards, Greeley, Colo.; Hoover Sales Pavilion, Sterling, Colo.; Idaho Falls Live Stock Commission Co., Idaho Falls, Idaho; Spencer Livestock Exchange, Spencer, W. Va.; and Julesburg Livestock Auction Co., Julesburg, Colo. The Horse and Cattle Bazaar at Kennet Square, Pa., was withdrawn from jurisdiction of the act.

URUGUAY LIVESTOCK KILL

Hog slaughter in Uruguay during the first seven months of 1937 was 29 per cent larger than in the like period of 1936, cattle slaughter was 13 per cent larger and sheep and lamb kill 2 per cent larger. Hog kill in 1937 was 44,674, compared to 34,607 in 1936.

CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 22,285 cattle, 4,869 calves, 33,476 hogs and 20,286 sheep.

THE COMMODITY APPRAISAL SERVICE

A. O. Bauman, Manager

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ATTENTION—Packers and Sausage Makers!

Before departing to attend the annual convention of the Institute of American Meat Packers at the Drake Hotel in Chicago, October, 22 to 26, inspect your meat grinder. See if the plates and knives are working satisfactorily.

A cordial invitation is extended to you to visit our display of the most modern, new C. D. reversible plates, O. K. knives with changeable blades, C. D. Cut More knives

with changeable blades and the newest of all, the C. D. TRIUMPH knife with all 4 blades in 1 unit. Also Sausage linking gauges, etc. I will see you at the convention.

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Mapleine brings out and accents the sweet, nutlike natural flavor of bacon and ham.

You can use Mapleine in your ham—no matter how you cure it. Just tell us which formula you want—for brine cured ham, pumped ham or dry cured ham. We'll send you working instructions.

Take it from me, Mapleine is fine for toning up boiled ham. Three ways to use it. All are good. Some packers add Mapleine to the liquor when boiling the ham. Others make a sugar and

water syrup, add Mapleine and rub the flavored syrup in the bone cavity. Others mix Mapleine and sugar, rub that into the bone cavity. Want the formulas?

Mapleine is dandy in baked ham, too. Just ask for the formula for Baked Ham Mapleine. Several packers say it has stepped their sales up.

Mapleine "points up" bacon, too. That's what I've found. Use it in dry cure or brine cure. Just as good for either.

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CANADIAN PLANT: WINDSOR, ONTARIO

Up and Down

Meat Packing 40 Years Ago

(From The National Provisioner, Oct. 9, 1897.)

Lard stocks on October 1, 1897—in Europe, afloat and in the United States—consisted of 486,649 tierces, compared with 519,474 tierces at the same time a year earlier.

Contract was awarded for driving 4,000 piles to support the new Armour plant at South Omaha, Neb.

Minnesota Packing and Provision Co. plant at St. Paul was leased to Swift & Company for 999 years.

John Morrell & Co., Ottumwa, Ia., completed an addition to its beef plant.

Armour and Company built a cold storage and meat curing plant at Beaver Falls, Pa.

Thomas J. Lipton of London, who had extensive packing interests in Chicago, started business by opening a provision and grocery store with a cash capital of less than \$500. In 1897, at the age of 47 years, he had 60 stores in London and 420 in other sections of Great Britain.

Wm. Burk & Bros., Philadelphia, opened their new slaughtering plant, special attraction being the slaughter of a 3,000 lb. bull, said to have been the largest in the country. The hide alone weighed 201 lbs.

Cleveland Stock Yards Co., Cleveland, O., completed its organization by the election of Isaac Reynolds, president; H. C. Ellison, vice-president; David McLean, treasurer; and a board of directors consisting of Jos. Pinkett, John Beck, E. G. Nute and J. J. Flick of Cleveland; H. Waltz and J. B. Gibson, Buffalo; John Fanborn, Fremont; and J. A. Hathaway, Boston.

Meat Packing 25 Years Ago

(From The National Provisioner, Oct. 12, 1912.)

One of the Follies of 1912—paying 9c for hogs and selling the product on an 8c basis!

Sales of fresh beef in Chicago by one company during the week ended October 5, 1912, averaged 10.73c per pound.

Visitors attending the International Congress on Hygiene at Washington, consisting of scientific and technical men from six foreign countries and the United States, made a special trip to Chicago to visit the stockyards and packing plants. It was the consensus of opinion that the industrial world offered no exposition equal in extent, system and sanitary laws to the meat packing industry as conducted in this country.

Packers had extensive exhibits at the 100th anniversary celebration of Washington Market in New York City. In addition to a full line of products on display, Armour and Company demonstrated their beef cubes; Kingan, Ferris and others had attractive displays and Thomas Harris, the "scrapple king," had a big show and gave away samples.

Chicago passed a cold storage ordinance providing that certain foods, including meats, could not be kept in cold storage longer than 10 months, and that all food products should be stamped with the date they were put in the cooler and when they were taken out.

Roberts & Oake erected a new hog slaughtering plant at Chicago, to take the place of the plant built 40 years previously.

Tacoma Meat Co., Tacoma, Wash., increased its capital stock from \$10,000 to \$75,000 and made plant improvements.

Chicago News of Today

H. Fred Vissman, vice president, C. F. Vissman & Co., Louisville, Ky., packers, was a Chicago visitor this week. Fred is planning to attend the packers' convention this year.

E. A. Brunner, assistant treasurer, Henry Lohrey Co., Pittsburgh, Pa., will be one of the speakers at the accounting session of the packers' convention at Chicago on October 22.

Arthur LeSturgeon, president, Brooks Packing Co., Tulsa, Okla., was in Chicago this week calling on old friends of many years' standing in the industry. Arthur was for many years head of the Keefe-LeSturgeon Packing Co., Arkansas City, Kas.

Among packer executives in Chicago this week were president Frank A. Hunter, Hunter Packing Co., East St. Louis, Ill.; president George A. Schmidt, Stahl-Meyer, Inc., Brooklyn, N. Y.; president John W. Rath, Rath Packing Co., Waterloo, Ia.; president H. H. Meyer, H. H. Meyer Packing Co., Cincinnati, O., and president W. R. Sinclair, Kingan & Co., Indianapolis, Ind.

Arnold Bros., Inc., and Wilson & Co. were awarded plaques this week in the interfleet drivers safety contest of the Greater Chicago Safety Council. Awards were made on the basis of the lowest accident frequency rate during the year ended June 30.

Paul H. Henkel, president of the Society of Restaurateurs and proprietor of the Hotel Ansonia, New York City, was a visitor at THE NATIONAL PROVISIONER office this week to discuss the beef situation. Mr. Henkel knows his beef—as illustrated by a cutting test he made while in Chicago attending the restaurant convention. He is not unduly concerned about high beef prices; he knows the reason—shortage of supply.

A. F. Hunt, vice president of Swift & Company in charge of construction, operating and chemical laboratory activities, has been appointed presiding chairman of the Operating Section meeting for the Packers' Convention, and will conduct the meeting of that section.

ENJOY A CHARCOAL BROIL

At recent Michigan State Fair the Ford charcoal briquet exhibit was the scene of an impromptu picnic. Jesse and Helen Crawford, famous organists, are broiling frankfurts over a charcoal briquet grill while members of the Ford symphony orchestra wait for their share.



"The Bacteria Chaser" safely seours all metal surfaces

This patented, non-scratch-
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pletely revolutionized old
time cleaning methods in
packing plants. It does a
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A special bronze al-
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stainless steel for
iron and Allegheny
Metal. Will not rust
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ditionally guaran-
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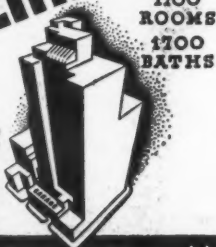


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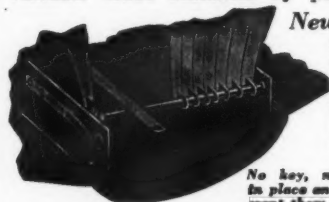


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CANNED MEATS — "PANTRY PALS"



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FERRIS HICKORY SMOKED HAM and BACON

at the convention Friday afternoon, October 22. He was formerly President of the A. C. Lawrence Leather Company, known also as the National Leather Company.

Mickelberry's Food Products Co. is broadcasting a preview of Northwestern University football games over a Chicago radio station this season. The program begins 15 minutes before game time.

Countrywide News Notes

East Side Packing Co. has been incorporated with capital of \$50,000 to engage in meat packing business at East Wenatchee, Wash.

Jay E. Decker, well-known Mason City, Ia., packer recently joined the "hole-in-one" club at the Mason City Country Club, when his 150-yard drive rolled neatly into the cup.

Fred H. Fritz, sausage manufacturer, Joliet, Ill., is recovering at St. Joseph's hospital in that city from a stroke. Mr. Fritz, 75 years old, has been identified with sausage making in Joliet for more than 45 years and is well known in the industry.

George Basiuk has bought the Flint Beef Co., Flint, Mich., and will carry on and extend its operations in wholesaling and processing provisions, sausage, boneless beef, etc.

Philo J. Larrabee has been appointed to succeed the late Thomas D. Foster as manager of the personnel department at Sioux Falls plant of John Morrell & Co. He also becomes associate editor of the Morrell Magazine. Mr. Larrabee joined the company in 1933, not long after graduation from the Harvard Business School.

Plant of the Estherville Packing Co., Estherville, Ia., went into operation in the latter part of September with the following staff: H. S. Kibler, manager in charge of sales; Louis Palmer, superintendent; H. L. Shankland, livestock buyer; Frank Krez, chief engineer; John Peck, mechanical superintendent; O. J. McKirchey, office manager. Fred M. Tobin, Rochester, N. Y., is president and Walter L. Casteel, Ft. Dodge, Ia., is vice president. This is strictly a beef plant.

Gem Packing Co., Los Angeles, Calif., has bought the branch plant of the Tovrea Packing Co. on Vernon ave. Tovrea products, which have wide distribution in the Los Angeles area, will be delivered direct from main plant at Phoenix, Ariz., an over-night truck run.

Enforcement of local ordinances forbidding sale of meat products not bearing city or federal inspection labels was begun recently in Springfield, Mo., with the arrest of a salesman representing a St. Louis packer whose meats bear the St. Louis inspection mark, but are not federally-inspected. The packing company announced its intention of fighting the case, as it claims St. Louis



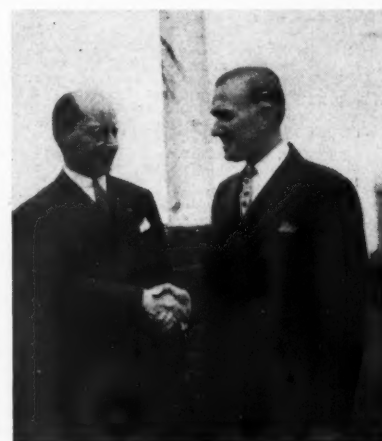
PACKINGHOUSE WORKERS ON WAY UP

Armour workers at Sioux City plant who believe in learning everything they can about industry practices. Shown above are members of standard methods and practice class receiving diplomas from superintendent J. S. Benningfield.

city inspection, which is closely patterned after government inspection, is sufficient.

Residents of Ohio and Michigan will have an opportunity to taste buffalo steaks like those eaten by pioneers as a result of the purchase by W. J. Decker, vice president, Val Decker Packing Co., Piqua, O., of 50 head of buffalo at Kansas City, Mo. The buffalo were part of a shipment of 80 which arrived at Kansas City from the ranch of R. E. Teter, El Dorado, Kas., who purchased them in 1932 from the "101" ranch.

John Morrell & Co. this week announced changes in engineering personnel at three plants. J. W. Nelson, chief engineer at Topeka, Kans., goes to Sioux Falls, S. D., to replace R. E. Manns, former chief engineer at Sioux Falls, who is entering electric refrigeration field on the Pacific Coast. Ellwood Johnson, assistant chief engineer at Ottumwa, succeeds Mr. Nelson at Topeka.



IT'S A SMALL WORLD

Two Swift executives celebrating their silver anniversary with the company together, though one began in New York and the other way off in Kansas City. LEFT.—Bernard V. Traynor. RIGHT.—Homer S. Price.

New York News Notes

Robert McVickar, former manager Kingan Provision Company, New York, passed away at his home, The Spruces, Rhinebeck, N. Y., on October 4, at the age of 76. Mr. McVickar had been with Kingan for more than fifty years at the time of his retirement in 1935, and had also been a member of the New York Produce Exchange, serving on its board of managers. He had many friends in meat circles in the metropolitan area and a wide foreign acquaintance, as he conducted the Kingan export business for many years. He is survived by three daughters, Helen McVickar, with whom he made his home, Mrs. Benjamin Collins of Rock City, N. Y., and Estelle McVickar of California, a son, Frederick, who is in the lumber business at British Columbia, and three brothers and two sisters. Funeral was held at Kensico Cemetery, October 6.

Two Swift executives at New York recently completed their 25 years of service with the company together, though they began with Swift on the same day far apart. Bernard V. Traynor began as a timekeeper, shipping clerk and storekeeper in New York, while Homer S. Price started at Kansas City as a loading dock checker, test clerk and superintendent's clerk. Both saw service in the world war. On his return Traynor went through the Swift East Side plant and the Harrington plant at New York, specialized in livestock buying, and finally became head calf buyer, later taking charge of the coordinated buying and selling activities of three of these Swift subsidiaries. After his war service Price was transferred to the foreign department at Chicago, then to the general superintendent's office, next to supervision of the Moultrie, Ga., plant, then back to Chicago and in 1932 he was made superintendent of the United Dressed Beef Co. and subsidiary plants in New York, where both he and Traynor have the regard of president Blumenthal and the entire staff.

John B. McHugh, personnel manager, New York Butchers Dressed Meat Co., is spending his vacation at Virginia Beach, Va.

PRODUCE MARKETS

BUTTER.			
	Chicago.	New York.	
Creamery (92 score).....	32 1/4 @ 32 1/4	36 @ 36 1/4	
Creamery (90-91 score).....	32 1/4 @ 32 1/4	35 1/4 @ 35 1/4	
Creamery firsts (88-90 score).....	32 1/4 @ 32 1/4	35 1/4 @ 32 1/4	
EGGS.			
Extra firsts	@ 22 1/2	24 @ 23	
Firsts, fresh	@ 22	24 @ 23	
Standards	24 @ 25		
LIVE POULTRY.			
Fowls	12 @ 22 1/2	17 @ 26	
Springs	21 @ 23	22 @ 26	
Broilers	16 @ 24	25 @ 29	
Old roosters	14 @ 15	25 @ 17	
Turkeys	16 @ 23	25 @ 28	
Ducks	11 @ 19		
Geese	10 @ 17		
DRESSED POULTRY.			
Chickens, 36-43, fresh....	@ 26 1/2	@ 27	
Chickens, 43-54, fresh....	@ 27 1/2	@ 27 1/2	
Chickens, 55 & up, fresh....	@ 28	@ 29 1/4	
Fowls, 31-47, fresh....	@ 23 1/2	@ 24 1/2	
48-59, fresh	24 1/2 @ 25	25 1/2 @ 26	
60 and up, fresh....	@ 26 1/2	@ 27	

BUTTER AT FIVE MARKETS

Wholesale prices 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended Sept. 30, 1937:

	Sept. 24.	25.	27.	28.	29.	30.
Chicago .. 34 1/4	34 1/4-34 1/2	34 1/4	34 1/4	34 1/4	34 1/4	34 1/4
N. Y. 35 1/4	35 1/4	35 1/4	35 1/4	35 1/4	35 1/4	35 1/4
Boston .. 35 1/4	35 1/4	35 1/4	35 1/4	35 1/4	35 1/4	35 1/4
Phila. 35 1/4	35 1/4	35 1/4	35 1/4	35 1/4	35 1/4	35 1/4
San Fran. 35 1/2	36	36	36	36	36	36

Wholesale prices carlots—fresh centralized—90 score at Chicago:

34	34 1/4-34 1/2	34 1/4	34 1/4	34 1/4	34 1/4
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1.—	1937.	1936.
Chgo. ..	37,830	41,572	39,893	2,622,443	2,454,575	
N. Y.	43,362	38,187	44,524	2,489,102	2,636,423	
Boston ..	16,633 ¹	15,929	16,247	899,076	898,638	
Phila.	13,785	12,469	14,598	704,202	815,090	

Total 111,610 108,097 115,262 6,774,823 6,804,726

Cold storage movement (lbs.):

	In Sept. 30.	Out Sept. 30.	On hand Oct. 1.	Same week day last year.
Chicago ..	204,817	168,425	32,890,163	25,319,572
New York ..	67,830	254,870	9,138,054	12,618,707
Boston	12,672	111,562	4,379,291	2,937,212
Phila.	16,622	74,612	1,978,044	2,903,978
Total ..	301,931	589,469	48,185,552	43,779,469

NEWS OF THE RETAILERS

Mallow meat market will erect new building at Rapid City, So. Dak

G. Elliott opened meat business at 1017 Eighteenth ave., Council Bluffs, Ia.

Fred and Bob Matson opened meat market at 8022 W. National ave., West Allis, Wis.

A. H. and L. C. Hall have purchased meat business of J. E. Lederle, 9255 45th ave., S. W., Seattle, Wash.

Fred Ragg will open meat market at 1934 W. Galena st., Milwaukee, Wis.

Hoff's market, Ft. Washington, Wis., has new proprietor—G. J. Becker, Random Lake.

NEW YORK RETAIL NOTES

Sympathy of the trade is being extended to Albert Rosen, past president, Brooklyn Branch, on the passing of his wife, Mrs. Lena Davidsburg Rosen, who

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on October 7, 1937:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS, 300-500 lbs.:				
Choice	\$21.50@24.00			
Good	17.00@21.50		\$16.00@22.50	
Medium	12.50@17.00		12.00@18.00	
Common (plain)	10.50@12.50		11.00@12.00	
STEERS, 500-600 lbs.:				
Choice	22.50@25.00		23.50@27.00	
Good	17.50@22.50		16.00@23.50	\$17.00@23.00
Medium	13.00@17.50		12.50@18.50	13.50@17.00
Common (plain)	11.00@13.00	\$12.00@14.00	11.00@12.50	12.00@13.50
STEERS, 600-700 lbs.:				
Choice	24.00@26.00	24.00@27.00	23.00@27.00	
Good	20.00@24.00	17.50@24.00	16.50@23.00	17.00@23.00
Medium	15.00@20.00	14.00@17.50	13.00@17.00	13.50@17.00
STEERS, 700 lbs. up:				
Choice	24.00@26.00	24.50@27.50	24.00@27.50	
Good	20.00@24.00	18.00@24.50	17.00@24.00	
COWS:				
Good	12.50@14.50	13.00@14.00	12.50@14.50	13.50@15.00
Medium	10.50@12.50	11.50@13.00	10.50@12.50	12.00@13.50
Common (plain)	9.50@10.50	10.50@11.50	9.50@10.50	11.00@12.00
Fresh Veal and Calf:				
VEAL:				
Choice	16.00@17.00	19.00@20.00	19.00@20.50	19.00@20.00
Good	15.00@16.00	17.00@19.00	16.50@19.00	17.00@19.00
Medium	13.00@15.00	15.00@17.00	15.00@18.50	15.00@17.00
Common (plain)	12.00@13.00	13.00@15.00	13.00@15.00	12.00@15.00
CALF:				
Good	12.00@13.50	13.00@15.00	12.00@15.00	12.00@14.00
Medium	11.00@12.00	12.00@13.00	11.50@14.00	11.00@12.00
Common (plain)	10.00@11.00	10.50@12.00	10.00@11.50	10.00@11.00
Fresh Lamb and Mutton:				
LAMBS, 38 lbs. down:				
Choice	17.00@18.00	19.00@20.00	18.50@19.50	18.00@19.00
Good	16.00@17.00	18.00@19.00	17.50@18.50	17.00@18.00
Medium	14.50@16.00	17.00@18.00	16.50@17.50	16.00@17.00
Common (plain)	13.00@14.50	15.50@17.00	15.00@16.50	15.00@16.00
LAMBS, 39-45 lbs.:				
Choice	17.00@18.00	18.50@20.00	18.00@19.50	18.00@19.00
Good	16.00@17.00	17.50@18.50	17.00@18.00	17.00@18.00
Medium	14.50@16.00	16.50@17.50	16.00@17.00	16.00@17.00
Common (plain)	13.00@14.50	15.50@16.50	15.00@16.00	15.00@16.00
LAMBS, 46-55 lbs.:				
Choice	17.00@18.00	18.50@19.50	18.00@19.00	18.00@19.00
Good	16.00@17.00	17.50@18.50	17.00@18.00	17.00@18.00
MUTTON, Ewe, 70 lbs. down:				
Good	10.00@11.00	12.00@13.00	9.50@11.50	
Medium	8.50@10.00	10.00@12.00	7.50@ 9.50	
Common (plain)	7.50@ 8.50	9.00@10.00	6.50@ 7.50	
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	20.00@22.00	22.00@23.50	21.00@23.00	22.00@24.00
10-12 lbs. av.	19.50@21.00	21.00@22.00	20.00@22.00	21.00@24.00
12-15 lbs. av.	17.50@20.00	20.50@22.00	20.00@21.00	20.00@22.00
16-22 lbs. av.	15.50@17.50	18.00@20.00	18.00@19.00	17.00@19.00
SHOULDERS, N. Y. Style, skinned:				
8-12 lbs. av.	17.00@18.00		19.00@20.00	
PICNICS:				
6- 8 lbs. av.		20.00@21.00		
BUTTS, Boston Style:				
4- 8 lbs. av.	20.00@22.00		21.50@23.50	22.00@24.00
SPARE RIBS:				
Half Sheets	17.00@18.00			
TRIMMINGS:				
Regular	15.00@15.50			

¹Includes heifers, 450 pounds down, at Chicago.

²Includes sides at Boston and Philadelphia.

³Includes "skin on" at New York and Chicago.

died on October 3, following a long illness. She is survived by Mr. Rosen, two daughters and two sons.

At the last Eastern District Branch meeting, the committee on Sunday closing law violations reported that a number of violators had been brought to court and three convictions secured,

with several others awaiting trial. New state president Jack Hanna and manager John Harrison were visitors.

At a luncheon of the Ladies Auxiliary on Thursday of last week Mrs. Charles Hembdt and Mrs. Gus Fernquist were hostesses, with the president, Mrs. William Kramer, assisting.

PAINT IN THE MEAT PLANT

(Continued from page 8.)

up. Such a formula is selected because of its minimum after-yellowing, and the fact that it is least affected by the moisture conditions so prevalent in coolers, etc., when the paint is applied."

One or another brand of "packing-house white" is used in the packing-house referred to in this article for walls and ceilings in practically all departments (except those noted previously, for which satisfactory paints are not available) including—

Where White is Used

Hog kill.
Hog cut.
D. S. and S. P. cellars.
Beef kill.
Sheep kill.
Smokehouses.
Sausage kitchen.
Beef cutting and boning.
Lard refinery.
Margarine departments.
Sliced bacon room.
Smoked meat hanging rooms.
Stairways.
Shipping room.
Power house.
Hog, beef and sheep coolers.

It is also applied, of course, in departments where severe conditions do not exist.

Care in Paint Use

"For best results we find surfaces must be carefully prepared and the paint intelligently applied," the engineer of this plant says.

"We never have attempted to work out surface preparation and paint application methods, depending on the manufacturer for specifications. We believe the paint manufacturer knows more than anybody about his products and how they should be used. We, therefore, do not permit our painters to deviate in even the smallest particulars from the specifications supplied. This is a policy I believe it would pay other packers to adopt.

"Nine-tenths of the failure of maintenance paints," he continued, "is due to lack of proper surface preparation. Labor constitutes the major cost of any paint job, and when a paint fails there is a considerable loss, in addition to the cost of the paint. We feel, therefore, that we cannot put too much emphasis on surface preparation.

Paint for Dados

In many of the departments where "packinghouse white" is applied, and where no tile walls are installed, a dado in a darker color than the background is used. There are two reasons for this:

1.—BETTER APPEARANCE. Soil marks caused by workmen and by product in contact with the paint do not show up so readily on a darker background.

2.—PROTECTION OF SURFACES.

The rule of this packer is to select a

floor and deck enamel, the pigment of which does not darken in the presence of hydrogen sulphide fumes, and the vehicle of which dries to a hard glossy finish. One product, the vehicle of which consists of treated oils and a high grade spar varnish, is preferred by this packer, and is used almost exclusively. It shows considerable resistance to moisture and wears exceedingly well. This product is also used on other surfaces about the plant, as will be described in the next article in THE NATIONAL PROVISIONER on paints in the meat plant.

Small Paint Stock Needed

This packer, as may be suspected after reading of his extensive use made of "packinghouse white," has succeeded in securing maximum protection for surfaces with a surprisingly few types of paints. This has enabled him to concentrate his volume of purchases on a few items, and at the same time maintain smaller stocks of paint in his store room.

How this packer protects structural steel members, steel doors and sashes, piping, equipment etc. will be told in the next article in this series.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF MAR. 3, 1933, of The National Provisioner, published weekly at Chicago, Illinois, for October 1, 1937.

State of Illinois, County of Cook, ss. Before me, a notary public in and for the state and county aforesaid, personally appeared Paul I. Aldrich, who having been duly sworn according to law, deposes and says that he is the Editor of The National Provisioner, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 411, Postal Laws and Regulations.

1. That the names and addresses of the publisher, editor, managing editor, and business manager, are:

Publisher, The National Provisioner, Inc., 407 S. Dearborn St., Chicago, Ill.

Editor, Paul I. Aldrich, 407 S. Dearborn St., Chicago, Ill.

Managing Editor, Paul I. Aldrich, 407 S. Dearborn St., Chicago, Ill.

Business Manager, Paul I. Aldrich, 407 S. Dearborn St., Chicago, Ill.

2. That the owner is: The National Provisioner, Inc., 407 S. Dearborn St., Chicago, Ill.; Paul I. Aldrich, 407 S. Dearborn St., Chicago, Ill.; Frank N. Davis, 407 S. Dearborn St., Chicago, Ill.; Estate of J. H. Sanner, 15 Park Row, New York, N. Y.; Estate of Julius A. May, 15 Park Row, New York, N. Y.; Estate of Geo. L. McCarthy, 15 Park Row, New York, N. Y.

3. That there are no known bondholders, mortgages, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholders or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiants' full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation, has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

PAUL I. ALDRICH.
Editor and Business Mgr.

Sworn to and subscribed before me this 27th day of September, 1937.

NELLIFERN FARMER.
(My commission expires March 18, 1938.)

LEGAL Pointers

For the Meat Packing Executive
Who Sets Company Policy

Partnership Responsibility

A HOT-HEADED member of a partnership can quickly get the other partners into trouble, as a recent lawsuit illustrates. Two men were partners in a business and one of them got into an argument with a customer about a business matter. An altercation followed and the customer was injured by blows of the indignant partner.

The customer brought suit for damages against the partnership and against both partners individually. This suit was based on the legal theory that a partnership and all the partners are individually liable for the torts, or wrongful acts, of one partner committed in the course of the partnership business. In this particular case the partnership and the other partner were excused of liability on the ground that the wrongful act of the first partner was not committed in the course of the partnership business.

"The test of the liability of the partnership and of the several members thereof for the torts of any one partner," said the court, "is whether the wrongful act was done within what may be reasonably found to be the scope of the business of the partnership. That partners are individually responsible for torts by the firm when acting within the general scope of the business, whether they personally participate therein or not, we regard as entirely clear. If the wrongful act is a partnership act, it must also be severally the act of the partners; but if it is wilful and malicious and done by one of the partners without the knowledge or consent of the others and not for the benefit or purposes of the partnership, it will not be considered as within the usual scope of an ordinary business partnership."

On the other hand, the court pointed out: "If the wrongful act complained of is done by one partner for the benefit of the firm, and the firm afterwards takes advantage of it and adopts the transaction, all the members of the firm may then become responsible for the act and its consequences."

This rule would apply where one partner defrauded or otherwise injured a customer in such a way that the partnership knowingly benefited by the wrong. This rule of partnership liability does not mean criminal liability, but applies to liability of partnership and individual partners to pay for damage resulting from wrongful act of one partner.

Complications of partnership liability are the principal reason why lawyers recommend to partnership businesses that they incorporate. (Schloss vs. Silverman, 192 Atlantic Reporter, 343.)

Investigate

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U. S. GOVERNMENT INSPECTION

ALLENTOWN, PA.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef		Week ended Oct. 6, 1937.	Cor. week, 1936.
Prime native steers—			
400-600	26 1/2	@27 1/2	16 @16 1/2
600-800	26 1/2	@27 1/2	15 1/2 @16
800-1000	27 1/2	@28 1/2	14 1/2 @15 1/2
Good native steers—			
400-600	25	@25 1/2	15 1/2 @16
600-800	25	@25 1/2	14 1/2 @15 1/2
800-1000	25	@25 1/2	14 @14 1/2
Medium steers—			
400-600	20 1/2	@21	15 @15 1/2
600-800	20 1/2	@21	14 @14 1/2
800-1000	20 1/2	@21	13 1/2 @14
Heifers, good, 400-600	21	@22	14 1/2 @15
Cows, 400-600	11	@13	9 1/2 @10 1/2
Hind quarters, choice		@83	@20
Fore quarters, choice		@21	@13

Beef Cuts

Steer loins, prime	@56	@31
Steer loins, No. 1	@50	@28
Steer loins, No. 2	@40	@27
Steer short loins, prime	@73	@42
Steer short loins, No. 1	@63	@42
Steer short loins, No. 2	@44	@42
Steer loin ends (hips)	@37	@24
Steer loin ends, No. 2	@33	@23
Cow loins	@24	@21
Cow short loins	@32	@18
Cow loin ends (hips)	@18	@15
Steer ribs, prime	@40	@19
Steer ribs, No. 1	@40	@18
Steer ribs, No. 2	@33	@17
Cow ribs, No. 2	@18	@12
Cow ribs, No. 3	@13	@10
Steer rounds, prime	@23 1/2	@15 1/2
Steer rounds, No. 1	@21 1/2	@14 1/2
Steer rounds, No. 2	@21	@14
Steer chucks, prime	@20	@12
Steer chucks, No. 1	@19	@12
Steer chucks, No. 2	@18	@11 1/2
Cow rounds	@13 1/2	@12 1/2
Cow chucks	@12 1/2	@12
Steer plates	@15	@9 1/2
Medium plates	@15	@8 1/2
Briquets, No. 1	@28	@12
Steer navel ends	@13	@7 1/2
Cow navel ends	@10	@7
Fore shanks	@8	@5
Hind shanks	@8	@5
Strip loins, No. 1, bbls.	@87	@50
Strip loins, No. 2	@80	@40
Sirloin butts, No. 1	@40	@28
Sirloin butts, No. 2	@25	@18
Beef tenderloins, No. 1	@90	@45
Beef tenderloins, No. 2	@65	@40
Rump butts	@14	@11 1/2
Flank steaks	@24	@20
Shoulder clods	@15 1/2	@11 1/2
Hanging tenderloins	@18	@14
Insides, green, 6@8 lbs.	@15 1/2	@12
Outsides, green, 5@6 lbs.	@15	@13
Knuckles, green, 5@6 lbs.	@15 1/2	@14

Beef Products

Brains (per lb.)	@ 9	@ 7
Heart	@ 10	@ 10
Tongues	@ 19	@ 15
Sweetbreads	@ 22	@ 18
Ox-tail, per lb.	@ 10	@ 8
Fresh tripe, plain	@ 9	@ 9
Fresh tripe, H. C.	@ 11 1/2	@ 11 1/2
Livers	@ 20	@ 18
Kidneys, per lb.	@ 9	@ 10

Veal

Choice carcass	@18	@15
Good carcass	@15	@13
Good saddles	@20	@18
Good racks	@14	@12
Medium racks	@9	@10

Veal Products

Brains, each	@10	@ 9 1/2
Sweetbreads	@35	@35
Calf livers	@35	@35

Lamb

Choice lambs	@19	@17
Medium lambs	@17	@15
Choice saddles	@23	@19
Medium saddles	@21	@17
Choice fores	@16	@14
Medium fores	@15	@12
Lamb fries, per lb.	@30	@25
Lamb tongues, per lb.	@15	@15
Lamb kidneys, per lb.	@20	@20

Mutton

Heavy sheep	@ 8	@ 8
Light sheep	@ 9	@ 8
Heavy saddles	@ 9	@ 8
Light saddles	@12	@10
Heavy fores	@ 5	@ 4
Light fores	@ 6	@ 6
Mutton legs	@12	@11
Mutton loins	@10	@ 8
Mutton stew	@ 6	@ 5
Sheep tongues, per lb.	@12 1/2	@12 1/2
Sheep heads, each	@14	@10

Fresh Pork and Pork Products

Pork loins, 8@10 lbs. av.	@21	@22
Picnics	@17	@15
Skinned shoulders	@17 1/2	@16
Tenderloins	@37	@35
Spare ribs	@16	@15
Back fat	@17	@13
Boston butts	@20	@21
Boneless butts, cellar trim, 2@4	@24	@27
Hocks	@13	@10
Tails	@12	@10
Neck bones	@ 8	@ 4 1/2
Slip bones	@13	@13
Blade bones	@14	@12 1/2
Pigs' feet	@ 4 1/2	@ 5
Kidneys, per lb.	@ 9	@ 9
Livers	@11	@ 9 1/2
Brains	@ 9	@ 8
Ears	@ 5	@ 6
Snouts	@10	@ 8
Heads	@10	@ 8
Chitterlings	@ 6	@ 6

DRY SALT MEATS

Clear bellies, 14@16 lbs.	@16 1/2	
Clear bellies, 18@20 lbs.	@16 1/2	
Rib bellies, 25@30 lbs.	@16 1/2	
Fat backs, 10@12 lbs.	@17	
Fat backs, 14 @ 16 lbs.	@17 1/2	
Regular plates	@15 1/2	
Jowl butts	@13 1/2	

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment paper	26 1/2 @27 1/2
Fancy skd. hams, 14@16 lbs., parchment paper	27 1/2 @28 1/2
Standard reg. hams, 14@16 lbs., plain	25 1/2 @26 1/2
Picnics, 4@8 lbs., short shank, plain	25 @26
Picnics, 4@8 lbs., long shank, plain	22 1/2 @23 1/2
Fancy bacon, 6@8 lbs., parchment paper	35 1/2 @36 1/2
Standard bacon, 6@8 lbs., plain	30 @31
No. 1 beef sets, smoked	29 @30
Insides, 8@12 lbs.	24 1/2 @25 1/2
Outsides, 5@9 lbs.	20 1/2 @21 1/2
Knuckles, 5@9 lbs.	20 1/2 @21 1/2
Cooked hams, choice, skin on, fattened	@41 1/2
Cooked hams, choice, skinless, fattened	@44
Cooked picnics, skin on, fattened	@80 1/2
Cooked picnics, skinned, fattened	@82

BARRELED PORK AND BEEF

Mess pork, regular	\$ @34.00
Family back pork, 24 to 34 pieces	@37.00
Family back pork, 35 to 45 pieces	@38.00
Clear back pork, 40 to 50 pieces	@35.00
Clear plate pork, 25 to 35 pieces	@31.50
Bean pork	@34.00
Brisket pork	@34.00
Plate beef	@24.00
Extra plate beef, 200-lb. bbls.	@25.00

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$18.60
Lamb tongue, short cut, 200-lb. bbl.	21.25
Regular tripe, 200-lb. bbl.	21.25
Honeycomb tripe, 200-lb. bbl.	26.00
Pocket honeycomb tripe, 200-lb. bbl.	27.00

LARD

Prime steam, cash, Bd. trade	\$ @10.80m
Prime steam, loose, Bd. trade	@11.00m
Refined lard, tierces, f.o.b. Chgo.	@ 13 1/2
Kettle rend., tierces, f.o.b. Chgo.	@ 14 1/2
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ 14 1/2
Neutral, tierces, f.o.b. Chicago	@ 14 1/2
Compound, veg. tierces, c.a.f.	@ 10 1/2

OLEO OIL AND STEARINE

Extra oleo oil	12 1/2 @12 1/2
Prime No. 2 oleo oil	11 1/2 @11 1/2
Prime oleo stearine, edible	8 1/2 @ 9

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b. Valley points, prompt	@ 6
White deodorized, in bbls., f.o.b. Chgo.	9 1/2 @ 9 1/2
Yellow, deodorized	9 1/2 @ 9 1/2
Soap stock, 50% f.a. f.o.b. mills	1 1/2 @ 1 1/2
Soya bean oil, f.o.b. mills	5 1/2 @ 6
Corn oil, in tanks, f.o.b. mills	6 1/2 @ 6 1/2
Cocanut oil, sellers' tanks, f.o.b. coast	4 1/2 @ 4 1/2
Refined in bbls., f.o.b. Chicago	@ 9 1/2

OLEOMARGARINE

(F. O. B. CHICAGO.)	
White domestic vegetable margarine	@15
White animal fat margarine, in 1 lb. cartons, rolls or prints	@15
Puff paste (water churned)	@13
(milk churned)	@13 1/2

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. carton	@31
Country style sausage, fresh in link	@26 1/2
Country style sausage, fresh in bulk	@23 1/2
Country style sausage, smoked	@23 1/2
Frankfurters, in sheep casings	@24 1/2
Frankfurters, in hog casings	@23 1/2
Bologna in beef bungs, choice	@19
Bologna in beef middles, choice	@19
Liver sausage in beef rounds	@18 1/2
Liver sausage in hog bungs	@21
Smoked liver sausage in hog bungs	@22
Head cheese	@21 1/2
New England luncheon specialty	@27 1/2
Mixed luncheon specialty, choice	@20
Tongue sausage	@29 1/2
Blood sausage	@19 1/2
Sonne	@20 1/2
Polish sausage	@24 1/2

DRY SAUSAGE

Cervelat, choice, in hog bungs	@44
Thuringer cervelat	@24
Farmer	@82
Holsteiner	@27
B. C. salami, choice	@40
Milano, salami, choice in hog bungs	@41
B. C. salami, new condition	@24
Prisces, choice, in hog middles	@40
Genoa style salami, choice	@48
Pepperoni	@35
Mortadella, new condition	@23
Capicola	@50
Italian style hams	@40
Virginia hams	@46

SAUSAGE IN OIL

Bologna style sausage, in beef rounds—	
Small tins, 2 to crate	\$6.00
Frankfurt style sausage, in sheep casings—	
Small tins, 2 to crate	\$7.50
Smoked link sausage, in hog casings—	
Small tins, 2 to crate	\$6.75

SAUSAGE MATERIALS

(F. O. B. CHICAGO.)

Regular pork trimmings	@15 1/2
Special lean pork trimmings	@18 1/2
Extra lean pork trimmings	@20
Pork cheek meat	@14 1/2
Pork hearts	@ 9 1/2
Pork livers	@10 1/2
Native boneless bull meat (heavy)	12 1/2 @12 1/2
Shank meat	@12
Boneless chucks	@11 1/2
Beef trimmings	@10 1/2
Beef cheeks (trimmed)	@ 9 1/2
Dressed canners, 350 lbs. and up	8 1/2 @ 8 1/2
Dressed cutter cows, 400 lbs. and up	8 1/2 @ 8 1/2
Dr. bologna bulls, 600 lbs. and up	0 @ 9 1/2
Pork tongues, canner trim, S. P.	@16

CURING MATERIALS

Nitrite of soda (Chgo. w'has stock):	Owt.
In 425-lb. bbls., delivered	\$ 9.00
Salt-peter, less than ton lots:	
Dbl. refined granulated	6.40
Small crystals	7.40
Medium crystals	7.75
Large crystals	8.15
Dbl. refd. gran. nitrate of soda	3.50
Salt, per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:	
Granulated	6.80
Medium, undried	9.50
Medium, dried	9.80
Rock	6.60
Sugar—	
Raw, 96 basis, f.o.b. New Orleans	@3.20
Second sugar, 80 basis	None
Standard gran., f.o.b. refiners (2%)	@3.00
Packers' curing sugar, 100 lb. bags	
f.o.b. Reserve, La., less 2%	@4.50
Packers' curing sugar, 250 lb. bags	
f.o.b. Reserve, La., less 2%	@4.30
Dextrose, in car lots, per cwt.	@4.11

(Continued on page 47.)

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

Investigate

BEFORE YOU BUY
WHAT THESE PACKERS OFFER

Hunter Packing Company

East St. Louis, Illinois

*Straight and Mixed Cars
of Beef and Provisions*

NEW YORK OFFICE
410 W. 14th Street

REPRESENTATIVES:
Wm. G. Joyce, Boston
F. C. Rogers, Inc., Philadelphia



HORMEL
GOOD FOOD

Main Office and Packing Plant
Austin, Minnesota

THE E. KAHN'S SONS CO.

CINCINNATI, O.

**"AMERICAN BEAUTY"
HAMS AND BACON**

Straight and Mixed Cars of Beef,
Veal, Lamb and Provisions

Represented by

NEW YORK H. L. Woodruff 437 W. 13th St.	PHILADELPHIA W. C. Ford 38 N. Delaware Av.	WASHINGTON Clayton P. Lee 1108 F. St. S. W.	BOSTON P. G. Gray Co. 148 State St.
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★ **ESSKAY** ★
QUALITY

**BEEF • BACON • SAUSAGE • LAMB
VEAL • SHORTENING • PORK • HAM**

The WM. SCHLUDERBERG-T. J. KURDLE CO.

NEW YORK, N. Y.
408 WEST 14th STREET

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BALTIMORE, MD.
3800 E. BALTIMORE ST.

RICHMOND, VA.
HERMITAGE RD. &
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The ESSKAY CO. of
NORTH CAROLINA
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Rath's

from the Land O' Corn

BLACK HAWK HAMS AND BACON

PORK - BEEF - VEAL - LAMB

Straight and Mixed Cars of Packing House Products

THE RATH PACKING CO.

WATERLOO, IOWA

Superior Packing Co.

Price Quality Service

Chicago



St. Paul

DRESSED BEEF

BONELESS BEEF and VEAL

Carlots

Barrel Lots

Bartridge

PORK PRODUCTS—SINCE 1876

The H. H. MEYER PACKING CO.

Cincinnati, Ohio

Vogt's

Liberty
Bell Brand

Hams—Bacon—Sausages—Lard—Scrapple

F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

Chicago Markets

(Continued from page 45.)

SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
	Per lb.	Per lb.
Allspice, Prime	16 1/2	17 1/2
Resifted	16 1/2	17 1/2
Chili Pepper, Fancy	22 1/2	23 1/2
Chili Powder, Fancy	22 1/2	23 1/2
Cloves, Amboyna	27	28
Madagascar	18 1/2	19 1/2
Zanzibar	21	22 1/2
Glazer, Jamaica	18 1/2	19 1/2
African	17	18
Mace, Fancy Banda	65	70
Must India	60	65
M. I. & W. L. Blend	60	65
Mustard Flour, Fancy	22 1/2	23 1/2
No. 1	15	16
Nutmeg, Fancy Banda	26	27
Must India	22	23
M. I. & W. L. Blend	19 1/2	20 1/2
Paprika, Extra Fancy	28	29
Fancy	28	29
Hungarian, Fancy	24	25
Paprika Sweet Red Pepper	28 1/2	29 1/2
Pepper, Cayenne	28 1/2	29 1/2
Red Pepper, No. 1	17 1/2	18 1/2
Pepper, Black Aleppy	10 1/2	11 1/2
Black Lampong	7 1/2	8 1/2
Black Tellicherry	10 1/2	11 1/2
White Java Mentok	12 1/2	13 1/2
White Singapore	11 1/2	12 1/2
White Packers	12	13

SEEDS AND HERBS

	Whole.	Sausage.
	Per lb.	Per lb.
Caraway Seed	21 1/2	22 1/2
Celery Seed, French	11 1/2	12 1/2
Cominos Seed	11 1/2	12 1/2
Coriander Morocco Bleached	10	11
Coriander Morocco Natural No. 1	8 1/2	9 1/2
Mustard Seed, Cal. Yellow	9 1/2	10 1/2
American	8 1/2	9 1/2
Marjoram, French	21	22
Oregano	13	14
Sage, Dalmatian Fancy	8 1/2	9 1/2
Dalmatian No. 1	8	9

SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack	@.18
Domestic rounds, 140 pack	@.31
Export rounds, wide	@.38
Export rounds, medium	@.25
Export rounds, narrow	@.42
No. 1 weasands	@.06
No. 2 weasands	@.05
No. 1 bungs	@.17
No. 2 bungs	@.13
Middles, regular	@.37
Middles, select, wide, 2@2 1/2 in.	@.45
Middles, select, extra wide, 2 1/2 in. and over	.75 @.80
Dried bladders:	
12-15 in. wide, flat	.70
10-12 in. wide, flat	.80
8-10 in. wide, flat	.35
6-8 in. wide, flat	.25
Hog casings:	
Narrow, per 100 yds.	2.45
Narrow, special, per 100 yds.	2.35
Medium, regular	2.10
English medium	1.75
Wide, per 100 yds.	1.50
Extra wide, per 100 yds.	1.25
Export bungs	.27
Large prime bungs	.22
Medium prime bungs	.15
Small prime bungs	.12
Middles, per set	.18
Stomachs	.11

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, good, 1,168-lb.	\$ @18.00
Steers, common and medium	7.90 @10.75
Cows, good	@ 8.50
Cows, common	@ 6.00
Cows, low cutter to cutter	3.50 @ 5.50
Bulls, bologna	5.50 @ 7.00

LIVE CALVES

Vealers, medium to low choice	\$10.00 @11.25
Vealers, good	@11.00
Calves, good and choice	@10.10
Calves, medium and good	@ 8.00
Calves, common and medium	@ 7.50

LIVE HOGS

Hogs, good to choice, 100 to 200-lb.	\$ @12.40
Hogs, 250-lb.	@11.00
Sows, good	9.00 @ 9.25

LIVE LAMBS

Lambs, good and choice	\$10.25 @10.65
Lambs, good	@10.25
Lambs, cull and common	@ 7.50
Ewes, good	5.00 down

DRESSED BEEF

City Dressed.

Choice, native, heavy	.28 @31
Choice, native, light	.28 @30
Native, common to fair	.24 @27

Western Dressed Beef.

Native steers, 600 @ 800 lbs.	.26 @28
Native choice yearlings, 440 @ 600 lbs.	.26 @28
Good to choice heifers	.22 @24
Good to choice cows	.18 @20
Common to fair cows	.15 @17
Fresh bologna bulls	.11 1/2 @12 1/2

BEEF CUTS

	Western.	City.
No. 1 ribs	.35 @37	37 @42
No. 2 ribs	.32 @34	32 @36
No. 3 ribs	.24 @28	25 @30
No. 1 loins	.45 @48	46 @52
No. 2 loins	.38 @40	40 @44
No. 3 loins	.30 @32	30 @34
No. 1 hinds and ribs	.31 @33	33 @36
No. 2 hinds and ribs	.25 @30	26 @32
No. 1 rounds	.22 @23	23 @24
No. 2 rounds	.21 @22	21 @22
No. 3 rounds	.19 @20	19 @20
No. 1 chucks	.23 @25	24 @26
No. 2 chucks	.20 @21	20 @23
No. 3 chucks	.19 @21	20 @21
Bologna	.11 1/2 @12 1/2	.11 1/2 @12 1/2
Rolls, reg. 4@6 lbs. av.	.23 @25	.23 @25
Rolls, reg. 4@6 lbs. av.	.18 @20	.18 @20
Tenderloins, 4@6 lbs. av.	.50 @60	.50 @60
Tenderloins, 5@6 lbs. av.	.50 @60	.50 @60
Shoulder clods	.16 @18	.16 @18

DRESSED VEAL

Good	.19 @20
Medium	.18 @19
Common	.17 @18

DRESSED SHEEP AND LAMBS

Lambs, spring, prime	.20 @21
Lambs, spring, good	.19 @20
Lambs, 38 lbs. down	.18 @19
Sheep, good	.10 @12
Sheep, medium	8 @10

DRESSED HOGS

Hogs, good and choice (90-140 lbs.)	\$18.00 @18.75
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FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.	@25
Pork tenderloins, fresh	@39
Pork tenderloins, frozen	@39
Shoulders, Western, 10@12 lbs. av.	@22
Butts, boneless, Western	@28
Butts, regular, Western	@26
Hams, Western, fresh, 10@12 lbs. av.	@24
Picnic hams, West. fresh, 6@8 lbs. av.	@18
Pork trimmings, extra lean	@22
Pork trimmings, regular 50% lean	@18
Spareribs	@19

SMOKED MEATS

Regular hams, 8@10 lbs. av.	.27 1/2 @28 1/2
Regular hams, 10@12 lbs. av.	.27 1/2 @28 1/2
Regular hams, 12@14 lbs. av.	.27 1/2 @28 1/2
Skinned hams, 10@12 lbs. av.	.28 @29
Skinned hams, 12@14 lbs. av.	.28 @29
Skinned hams, 16@18 lbs. av.	.28 @29
Skinned hams, 18@20 lbs. av.	.26 1/2 @27 1/2
Picnics, 4@6 lbs. av.	.24 1/2 @25 1/2
Picnics, 6@8 lbs. av.	.23 1/2 @24 1/2
City pickled bellies, 8@12 lbs. av.	.23 @24
Bacon, Western, Western	.33 1/2 @34 1/2
Bacon, boneless, Western	.32 1/2 @33 1/2
Rollettes, 8@10 lbs. av.	.24 1/2 @25 1/2
Beef tongue, light	@24
Beef tongue, heavy	@25

FANCY MEATS

Fresh steer tongues, untrimmed	16c a pound
Fresh steer tongues, l. c. trimmed	28c a pound
Sweetbreads, beef	35c a pound
Sweetbreads, veal	70c a pair
Beef kidneys	14c a pound
Mutton kidneys	4c each
Livers, beef	23c a pound
Oxtails	16c a pound
Beef hanging tenders	30c a pound
Lamb fries	12c a pair

BUTCHERS' FAT

Shop Fat	\$2.50 per cwt.
Breast Fat	3.25 per cwt.
Edible Suet	5.00 per cwt.
Inedible Suet	3.75 per cwt.

GREEN CALFSKINS

	5-9 1/2	12 1/2	14	14-18	18 up
Prime No. 1 veals	1.5	2.25	2.45	2.50	2.90
Prime No. 2 veals	.14	2.05	2.25	2.30	2.60
Buttermilk No. 1	.12	1.95	2.15	2.20	...
Buttermilk No. 2	.11	1.80	2.00	2.05	...
Branded gruby	6	.95	1.05	1.10	1.30
Number 3	6	.95	1.05	1.10	1.30

BONES AND HOOFS

	Per ton.
Round shins, heavy, delivered basis	\$80.00 @85.00
light, delivered basis	70.00 @75.00
Flat shins, heavy, delivered basis	@70.00
light, delivered basis	@65.00
Thighs, blades and buttocks	@62.50
White hoofs	75.00
Black and striped hoofs	50.00

COOPERAGE

(Prices at Chicago)

Ash pork barrels, black hoops	\$1.47 1/2 @1.50
Ash pork barrels, galv. hoops	1.55 @1.57 1/2
Oak pork barrels, black hoops	1.37 1/2 @1.40
Oak pork barrels, galv. hoops	1.45 @1.47 1/2
White oak ham tierces	2.32 1/2 @2.35
Red oak lard tierces	2.07 1/2 @2.10
White oak lard tierces	2.17 1/2 @2.20

Susie Sausage says:-



Those New Zealand sheep are wonderful! I tell you, boys, it's real natural casings* that keep me juicy and full of flavor!

* Tenderized to make good eating.

S. OPPENHEIMER & CO., INC.

610 ROOT STREET

470 WASHINGTON STREET

Chicago

New York

CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Men Wanted

Cost Accountant

Wanted, experienced cost accountant and production man, thoroughly versed in pork packing operations. Must be willing to live in southern Ohio. Good opportunity for advancement. Give full particulars in your first letter as to education and practical experience. Letter must be in own handwriting, not typed. W-910, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Sausage Foreman

Wanted, first-class sausage foreman for small packing plant in East. References required. W-909, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Beef Man

Large eastern home dressed meat packer wants man who is thoroughly experienced in cooler sales, beef buying, killing and cut meat department. State in detail your ability to fill the position, past connections, salary, age, etc. W-908, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Position Wanted

Canning Superintendent

Available now, superintendent or assistant superintendent with extensive experience on full line canned meats and poultry. Excellent references. W-905, THE NATIONAL PROVISIONER, 300 Madison Avenue, New York City.

Sausage Foreman

Experienced, capable sausage foreman is looking for connection with reliable firm. Many years' experience producing standard and high-grade sausage, loaves, specialties and baked and boiled hams. Steady and dependable. Married, but can go anywhere. Best references. W-906, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Branch House or Plant Manager

Man with successful branch house and independent plant manager experience wants position. Knows the packinghouse business thoroughly. Understands costs, credits and finances. Good merchandiser. Can build up sales and profits. Excellent references. W-897, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Superintendent

with many years practical all-around packinghouse operating experience, covering beef or pork and small stock, slaughtering, processing, manufacturing, etc. Employed several years both medium and small plants as general superintendent. Organize and handle labor efficiently; operate plant with minimum cost. W-902, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Manufacturing Superintendent

Now available, high-class man who can build up your business with quality products of vacuum cooked meats, meat specialties, bolognas, dried sausages, fanciest cold cuts, all canned meat products, mayonnaise, etc., also curing expert. Has worked successfully for best concerns. Consider only A-1 concern. Prefer personal interview. W-893, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Miscellaneous

Beef and Pork Account Wanted

Reliable New York State wholesale meat and provision man wants connection for all grades cows, steers, fresh and cured pork products, full line of provisions, etc. Excellent proposition. Modern branchhouse with established business. Will discuss proposition by mail or ask for appointment with W. Gee at Hotel Knickerbocker or Drake at packers' convention. W-911, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Will Represent You in England

Old established London importers, with connection among leading wholesale provision firms, caterers, etc. requires sole agency for suitable additional line. Bankers' and trade references available. S. Herbert & Co., 12 Southampton St., Fitzroy Square, London. W. I. England.

Plants for Sale

Sausage Factory

Excellent opportunity to buy modern, fully equipped sausage factory in town of 60,000 population near Chicago. Now doing good, active business in Chicago and suburbs. Will let go at sacrifice price for quick sale. For further particulars address FS-886, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Small Packing Plant

For sale, small packing plant complete with sausage kitchen, now in successful operation. Located on edge of fast growing industrial city of 110,000. Will sell all or part interest. Good opportunity for man or men with small capital to go into business. Direct your inquiries to FS-904, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Plant

For sale in Union Stock Yards, Baltimore, Md., completely equipped plant for manufacturing sausage and cooked meat products. Capacity 100,000 pounds sausage products weekly; also limited equipment for rendering and by-products. Modern fireproof buildings, 37,500 sq. ft. floor space. Pennsylvania and Baltimore & Ohio sidings. Two freezers, twelve coolers. Could be used for meat packing. Logical location to serve southeastern territory. Sacrifice price. Write for illustrated circular, list of equipment, and other information.

William Martien & Co., Inc., Agts.,
3200 Baltimore Trust Building,
Baltimore, Md.

Equipment Wanted

"Boss" Dehairer

Wanted, good "Boss" U-dehairer No. 52, 12 ft. long. Must be in first-class condition. W-912, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

TAKE ADVANTAGE of This
Page of OPPORTUNITIES

Equipment Wanted

Label Machine

Wanted, label machine for 3 x 407 cans. W-900, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Retorts, Mixers, Conveyors

Wanted, retorts, mixing equipment, roller conveyors. W-899, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Equipment for Sale

Harrington Lard Fillers

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For sale, 24-ton Frick ice machine with steam engine. Brownell boiler, Gem City boiler, Permutit water softener, cattle scale, track scales, pumps, land cooking tank, blowers, tallow tanks, other items. For list and full particulars write to Geo. H. Alten, P. O. Box 426, Lancaster, Ohio.

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Used Equipment for Sale

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you in their advertising of what they have developed that will help you operate more efficiently, produce better merchandise and sell more readily. It's decidedly to your advantage to watch these concerns' advertising.



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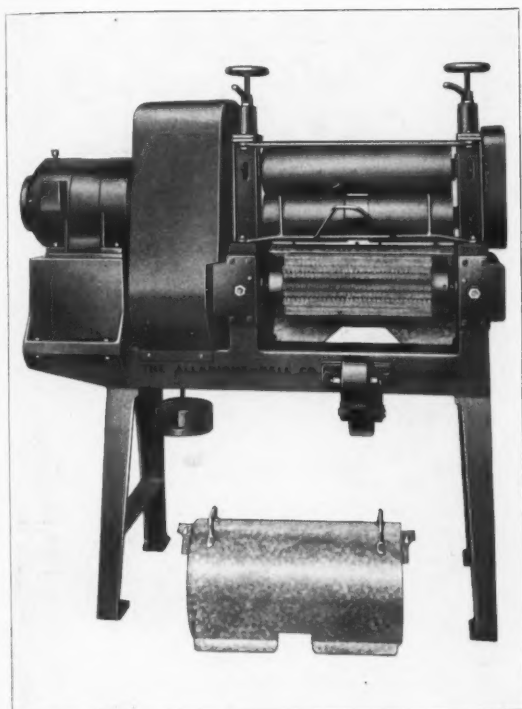
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